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NEW YORK, January 6, 1917

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FOUNDED BY F. LEYPOLDT

January 6, 1916

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*"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."*—BACON.

### 1916

THE past year in the American book-trade has been notable on the retail side for its widespread prosperity and on the publishing side for its unprecedented manufacturing problems, which became increasingly difficult as the year advanced. The healthy condition of the retail trade, while not so apparent in the actual decrease in the number of retail failures, is evidenced by the fact that no book-store of importance went under during the year. The PUBLISHERS' WEEKLY's comparative vital statistics for the retail book-trade for the last 3 years are as follows:

	1914	1915	1916
Failures .....	58	39	36
New stores .....	48	38	55

By the end of 1915 business had entirely regained its wind after the war scare of 1914-15 and in 1916 a prosperous spring was succeeded by an unusually strong summer, followed in turn by one of the best holiday seasons in several years.

Under normal conditions such retail prosperity would have spelled generous profit for the publisher—but war times are anything but normal, and record breaking half billion dollar monthly export records and the three billion dollar national trade balance for the year have been accompanied by steady increases in the cost of paper, leather, binding cloth, type metal, glue and the publisher's other raw materials which have made it almost more profitable for him to sell out his stocks in the form of raw materials than to turn them into printed books. Some materials, such as certain kinds of leather for Bible bindings and imported "India" papers, have become wellnigh unattainable. These increasing manufacturing costs have had two direct results: they have caused an unusually

heavy list of "hold-overs" and indefinite postponements, and they are bringing about, of direct necessity, general increases in the retail price of books. Practically every publisher has made some advances in the retail price of books on his list and in several cases the changes in individual lists have run into the hundreds.

The year has seen the mobilization of numerous members of the trade for service on the Mexican border, the attempt of authors to form a union, the great "allied drive" of the photo-engravers for their astonishing "standard scale," but no event of outstanding importance to the trade has occurred. The movement for price maintenance, while aided by the favorable decision in the court of first instance in the Victor-Macy case, has progressed chiefly thru the gradual spread of sentiment in its favor rather than thru any definite forward legal or legislative step. The Stephens bill reached the committee hearing stage before the adjournment of the long term of Congress and further hearings were scheduled for this week but there seems to be little real likelihood that the measure will be passed in the present short session.

No book publishing house failed during 1916. The Britton Publishing Company is the most notable new addition to the ranks. Other "youngsters" in the trade are Robert J. Shores, J. B. Pond, The Markwell Publishing Co., and the Hubbell Publishing Co., all in New York, and Warren T. Potter, a newcomer in Los Angeles. The Lamb Publishing Co., Mitchell Kennerley, the New York office of the Bobbs-Merrill Co., F. J. Drake in Chicago, and the Methodist Book Concern in Cincinnati all moved during the year into better quarters, while the World Book Co. opened a handsome new Chicago branch. The American Bible Society celebrated its centennial in May. Among the changes in personnel and organization were the retirement of Mr. Ellsworth and the succession of W. Morgan Shuster to the presidency of the Century Co., the retirement of Pitts Duffield as head of the Duffield Co. and his succession by Frederick S. Hoppin, the dissolution of the partnership of Gomme & Marshall, the firm resuming its old name of L. J. Gomme, and the change of Hinds, Noble & Eldredge to Hinds, Hayden & Eldredge, Inc. During the year Dodd, Mead & Co. were incorporated for \$100,000 and Doubleday, Page & Co. increased their capitalization from \$1,000,000 to \$1,500,000. Two houses suffered serious fire losses—

both in Chicago—A. C. McClurg & Co. and Fleming H. Revell, but both were able to continue business without serious interruption.

Two well-known publishers died during the year, the one as the year opened, the other at its close: Frank H. Dodd of Dodd, Mead & Company and Charles Wiley of John Wiley & Sons.

Among the most hopeful tendencies in the retail trade during the year were the increasing number of book-shops conducted by women and the growing spirit of co-operation evidenced by the numerous new state booksellers' associations. We have recorded an average of about one new woman-run bookshop for each of the twelve months, the Sunwise Turn and the Woman's Book Shop in New York City, the Gardenside Shop and the Book Shop for Boys and Girls in Boston and the Hampshire Book Shop in Northhampton, Mass., being prominent on the list. A decided increase in trade enthusiasm and co-operation thruout the Middle West resulted from the invasion of that territory by the American Booksellers' Association for its annual convention. Ohio, Illinois and Kansas all effected state organizations during the year, and a New Jersey association was formed in the East.

OVER sixty newspapers and probably as many important magazines put increases of subscription price into effect January 1, among them, besides those previously mentioned in the PUBLISHERS' WEEKLY, *McClure's* from \$1 to \$1.50, *Vogue* from \$4 to \$5, the *Outlook* (in its new "standard" size) from \$2.75 to \$3.35, *Hearst's* from \$1.65 to \$2.20 and the *Metropolitan* from \$1.50 to \$2. Added manufacturing expense all along the line, and particularly for paper, is, of course, the cause. Meanwhile the bookseller and book-publisher view the same increases as not an entirely unmixed evil: anything that will tend to equalize in any degree the unfair competition from periodicals that books have suffered so long can be viewed with fair equanimity.

A large New York publishing house sends us the following form letter which they received from a Toledo department store with this comment: "the receipt of a letter like this is one of the things that makes business worth while."

At this Christmas Season, when friendly greetings are being passed around everywhere, we desire to express, in some measure at least, our gratitude for your co-operation during the past year.

To manufacturers and jobbers, we realize we owe a large part of the success of the year 1916—a record-breaking year in the history of this store.

When we think of the most unusual problems that have faced us from time to time, we feel a double measure of gratitude to you and others who were ever ready to be of service wherever possible.

If at times we've been a trifle impatient because of seemingly tardy adjustments or the late arrival of goods, we want you to know that on the whole we feel we have been dealt with as fairly and conscientiously as we tried to deal with others.

To you and your organization—hearty wishes for a happy Christmas and a most successful New Year!

Lots of booksellers feel just the way the writer of this letter did, we haven't a doubt, but few of them, we fear, take the trouble to tell the publisher so.

#### THE DEVELOPMENT OF THE GERMAN BOOK-TRADE\*

By DR. PAUL ROTH

THE history of the German book-trade in the real sense of the word admits of a classification under three headings, the division of which is determined by the repeated and gradual changes in its working arrangements. These three periods, characterized by descriptive expressions and schematically divided, are as follows: 1. From the discovery of the art of printing till after the Reformation: predominance of the publisher-printer and the itinerant book-trade. 2. From the time of the Reformation till about 1765: the heyday of the fair and exchange trade. 3. From 1765 to the present day: the era of development of the modern working conditions of the book-trade, the severance of the bookseller from the publisher, the evolution of the sale-or-return system, the agency business, and the great bookselling organizations.

1. Even the first decades following on the discovery of printing saw the rise, especially in the towns of Southern Germany, of a number of prominent printing firms, which were at the same time also publishers; Johann Rynmann in Augsburg and Antoni Koberger in Nuremberg may be mentioned as specially representative of this period. This combination of publisher and printer carried with it of course an increased risk and the necessity for larger capital. It is for this reason that at that time we often find publishing companies being founded, either in the form of associations of publishers with rich private people or of publishers among themselves. There was no proper organization for the output of these publisher-printers, and since the spot sale was necessarily insufficient, they sent employees in the form of travellers about the country with a supply of books. These *diener*, as they were called—and this denomination for a bookseller's employee was still in use a generation ago—travelled far thru the land and even visited neighboring countries, thus giving an international character to the book-trade, as is evidenced by the intellectual life of that time in other departments.

\*Reprinted from the admirable pamphlet on "Leipzig: the center of the book-trade," distributed by the *Verein der Buchhändler zu Leipzig*.

The *diener* naturally made fairs and markets their special goals, as offering the best opportunities of sale. Stocks of each publisher's works were laid up in the larger cities to facilitate this traveling trade.

Besides these employees, independent booksellers, or *buchführer*, as they were called, soon sprang into being, who for the most part obtained their wares at the fairs and disposed of them in the same way as the *diener* of the publisher. The trade they did was often of little economic importance. But they had in their hands the most of the house-to-house peddler's trade in the pamphlets that, especially at the time of the Reformation, were disseminated broadcast. Before 1500 too we often come across itinerant printers, who traveled from place to place with a hand-press, and also sold their own productions. These disappeared, however, in proportion as settled printing works arose on every hand.

Finally it must not be forgotten that from the very beginning other branches of trade engaged or tried to engage in bookselling, not only the trades most closely allied to the printing industry, such as the bookbinders, but also dealers and merchants of all kinds, who regarded books as any ordinary article of commerce. The bitter conflicts waged even then against this trade by the booksellers or *buchführer* form an interesting parallel to allied occurrences in modern times.

The importance of the fairs for the book-trade is to be seen even before 1500. The foremost bookselling fair in Germany was down to the beginning of the eighteenth century Frankfurt on the Main, which however soon found a rival in Leipzig as the bookselling center for Middle and Northern Germany. Leipzig could also boast of a number of important publisher-printers at the beginning of the sixteenth century, such as Melchior Lotter, Wolfgang Stöckel, and Valentin Schumann. With the Reformation the importance of Leipzig increased. Shortly afterwards however its development was retarded, Duke George the Bearded pitilessly prosecuting and suppressing the trade in Lutheran writings and books.

2. The fairs had a threefold importance for the book-trade. Firstly they offered the opportunity of sale or barter, secondly business contracts were made there with printers, paper-merchants, customers, etc., and lastly they represented the regular places and dates of settlement, which is still a quality of the Leipzig Publishers' and Booksellers' Fair (*Buchhändler-Messe*) and gives it to a great extent its importance.

For nearly two centuries more Frankfurt maintained its premier position as fair town, altho it suffered under the petty tyrannies of the censorship of the imperial book commission instituted in 1569, and tho from the end of the sixteenth century on the foreign book-trade—Frankfurt's book-fair had always borne an international character—had relatively declined. In the second half of the nineteenth century the position of Frankfurt

as second book city in Germany was taken by Stuttgart.

Leipzig took on a new lease of life after the death of Duke George. In 1594 the Leipzig publisher, Henning Grosse, published for the first time a Leipzig "Fair Catalogue," or list of the books sold at the fair, such as had been published in Frankfurt since 1564. From the year 1598, non-Saxon publishers began to apply for Saxon Electorate charters to protect them against reprints, the practical effect of which was first seen at the Leipzig Fair trade. Till then the imperial charters alone were of any importance to the Frankfurt Fair. So Leipzig seemed, as early as the beginning of the 17th century, to be on the way to becoming the first bookselling center in Germany, when it was cast back a long way in its development as commercial and publishing town by the 30 years' war, by which it suffered more than other places. It was only when the pendulum swung back for the third time at the end of the 17th century that Leipzig took first place, while Frankfurt steadily receded; and when in 1711 the town council of Frankfurt attempted to stem this retrogression by holding the Frankfurt Fairs on a date which should interfere with the Leipzig Fairs, the measure recoiled on themselves to their own disadvantage. In 1764 the eminent Leipzig publisher Philip Erasmus Reich and his Leipzig colleagues turned their backs once for all on the Frankfurt Fair.

In the meantime, however, important changes had taken place also in the conditions of sale as applied to books. The former amalgamation of printer and publisher became less common even in the 16th century; the amount of capital demanded was alone sufficient to cause a separation of the two professions. But a curious form of trading became common at the fairs, especially after the 30 years' war, when trade and traffic languished and money was scarce—the exchange-trade between publishers, the so-called *verscheten*. The publishers exchanged the works they produced with each other, sheet for sheet, according to size, but without reference to the value of their contents, from which it now and again resulted that books of little value were printed solely for this purpose of barter. In any case this form of trade demanded the independence of the publisher. This second period therefore was that of the publisher who is at the same time a retail bookseller. Among the important Leipzig publisher-booksellers of this period may be mentioned the two Apels, the aforementioned Grosse, Ernst Vögelin, etc., in the 16th century, Johann Grosse, Thomas Schürer, Georg Heinrich Frommann in the second half of the 17th century, Thomas Fritsch, the Glädisches, and the Weidmanns, at the commencement of the 18th century.

In describing the fair and exchange trade as characteristic of this period it must not be understood that they were the only trading systems. As early as during the second half

of this period, from about the middle of the 17th century on, we find the first tendencies towards the later forms of trade.

There was indeed something primitive about the exchange trade. The stock in hand became overburdened thereby with worthless publications. The book-dealer was compelled to be at once both publisher and bookseller, and became at the same time a second-hand bookseller. When towards the end of the 17th and at the commencement of the 18th century the output of books grew greatly in Germany as a result of the development of literature, recourse was had to a great extent to jumble-sales, auctions, and even lotteries, merely in order to lighten the stock. Also dealers who were outside the guild of booksellers forced their way to a greater degree into the trade in books. Such means of course were not signs of progress; but a true sign of progress can be seen in the separation of the publisher from the retail bookseller and in the introduction of more suitable trade systems in place of the exchange trade, the first steps towards which were taken during the first half of the 18th century. Thus, among others, the afore-mentioned great Leipzig firms of Gleditsch and Weidmann disposed of their retail book-trade about 1740. The exchange trade was replaced more and more by a cash trade, credit being given, however, for the most part till the next fair. The publishers sold their books to the retail booksellers at a discount of 16-20 per cent., for which reason they were also called "net-price dealers" (*nettohändler*).

If this system had alone obtained, the retail booksellers in smaller towns would certainly have suffered seriously, but reciprocal action was found, beyond the trade between the fairs, in the further development of the agency business and the sale-or-return system.

As early as the 16th century foreign firms had maintained stocks of their works in the large fair towns, and especially in Leipzig, from which the procurator and stock-keeper distributed copies to the fairs. From this arose in the 18th century the modern book-agency business, with Leipzig as its center, which is one of the most important departments of the bookselling trade of the present day, and will be treated of later. Its interest at the present stage lies in the fact that the presence of such stocks made a trade in books between the fairs possible at a time when neither railways nor telegraph existed, and the means of communication were immensely behind those of our own day.

At the end of the 17th century the sale-or-return trade also came into being. Originally this was only done in the case of novelties, and such deliveries were called *pro novitate*. Soon the system was extended to older books; and this was described as *a condition*. This difference was maintained until the beginning of the 18th century, but finally the latter expression became the only one used. The date at which the unsold copies had to be returned was of course the

next fair, as is the case to this day. If the publisher agrees to allow the booksellers a prolongation of the term till the next fair following, the books in question are called *disponenden*. This branch of trade also made its appearance soon after the coming into force of the sale-or-return system.

The sale-or-return trade flourished at first for the most part in Southern Germany; Leipzig and Northern Germany only habituated themselves to it later. This form of trade was particularly advantageous to the retail bookseller in the smaller towns. It enabled him to develop a brisk and permanent business without any great risk to himself, particularly by means of deliveries on approval.

With the increasing use of the sale-or-return privilege and other similar methods of easy communication between publisher and bookseller, the fairs became of less importance as dates of payment and delivery; they were likewise needed less to insure the successful launching of new publications. It is, however, still a general practice as before to make business contracts and settle accounts at Leipzig, which is now "the" town of the book-fair *par excellence*. Leipzig has maintained and assured to itself its position as the center of the entire German book-trade, since the old style fair book-trade ceased to exist, chiefly by means of the agency book-trade, of which it is the center.

3. These alterations in the German book-trade first had their rise in the second of the three periods into which we have divided its history; that which closes with the year 1765; their complete development took place in the period lying between that date and the present time. The second period was, however, none the less important for the modern book-trade, since it gave rise to the great book-trade organizations. One of the objects of these organizations is the simplification of business relations. Above all, however, they are the product of a demand for ordered self-protection against reprinting, price-cutting, and competition by dealers outside the guild.

The plan of a general association of booksellers was first conceived in 1696. In 1733 a pamphlet, "The unbiased opinions of an honest patriot," campaigned for the same idea, but neither of these efforts was crowned with success. It was Philip Erasmus Reich, the Leipzig publisher, who succeeded in 1765 in founding the first German Booksellers' Association. The members consisted chiefly of North-German publishers and booksellers, and their efforts were directed against the sale of books at ruinous prices and against reprints. The Association, however, scarcely lasted two years.

In the year 1792 Paul Gotthelf Kummer, another Leipzig publisher, undertook the foundation of a publishing association on another basis, by hiring a building for the common settlement of accounts at the fair, in which he planned and ordered the business arrangements. This arrangement also had no long life, but in 1797 the Potsdam bookseller Horvath took up the project anew and rented

## A Word of Advice to Authors

Authors, like everyone else, buy Christmas gifts.  
 Suppose every author every time he made a gift bought a *Book*.  
 Think how it would help the author business.  
 There are 1512 members of the Authors' League.  
 If each member this Christmas gives ten books as gifts it will mean the  
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 and delight your friends.  
 Good books are always welcome gifts.

### AN OBVIOUSLY WISE SUGGESTION IN THE LAST ISSUE OF THE AUTHOR'S LEAGUE BULLETIN

the large theological auditorium of the university—the Leipzig publishing quarter was at that time situated round about the university—for the settlement of accounts. For thirty-nine years this hall represented the Booksellers' Exchange (*Buchhändlerbörse*), and this arrangement was made much use of, altho in its inception it was only a private undertaking of Horvath's.

The various attempts to form an official and general organization of the German book-trade now follow closely on one another; such eminent booksellers as Cotta and Perthes occupied themselves with the project. The wished-for association, however, did not find its birth in these efforts, but in Horvath's foundation. When Horvath retired from the management on account of disputes in 1825, those who had till then been members carried on his undertaking and founded the Exchange-Union of German Book-Dealers (*Börsenverein der Deutschen Buchhändler*). The Union at its foundation counted 101 members; to-day there are 3563. The seat of the Union is Leipzig.

At first the only object of the *Börsenverein*, as a continuation of the Horvath organization, was the simplification of fair settlements. But from the very beginning it also directed its efforts to the suppression of reprints, and in 1831 it was made conditional to the election of a member that he "should refrain from reprinting and the dissemination of reprints." The laws passed by the German Confederated States were framed simultaneously with much the same tendency. In the matter of authors' rights the *Börsenverein* took the lead on many occasions with important propositions and publications. Its "Propositions for a General German Confederation Law as to Authors' and Publishers' Rights" of 1857 represented, as the Exchange Union Bill (*Börsenvereinsent-*

*wurf*), the basis of later copyright legislation.

Following the example of the *Börsenverein* the Leipzig publishers and booksellers formed themselves in 1832 into the Leipzig Association of Booksellers (*Verein der Buchhändler zu Leipzig*). This association is to be thanked for the institution of numerous arrangements which are of importance to the whole book-trade, the carrying out of which is partly left to the *Börsenverein* as the more general body, and partly still managed by the Leipzig association. It proposed the erection of a Booksellers' Exchange (*Buchhändlerbörse*) as early as 1833, and carried it out with the co-operation of the *Börsenverein*. In 1836 the new *Buchhändlerbörse* in the Ritter Strasse was opened—the present Konvikt of the university—which fulfilled its purpose till 1888. In its place—since the space had become insufficient—the *Börsenverein* later erected the present *Deutsche Buchhändlerhaus* in the Hospital Strasse which was inaugurated in 1888, and which together with the *Deutsche Buchgewerbehaus*, completed in 1899, forms that imposing block of houses in the present publishing quarter of the town that stands as a sign for all to see that Leipzig is the center of the German book-trade. In 1835 the *Verein der Buchhändler zu Leipzig* further entrusted the *Börsenverein* with the publication of the *Börsenblatt für den deutschen Buchhandel und die mit ihm verwandten Geschäftszweige* ("Journal for the German Book-Trade and its Allied Branches"). The importance of the *Börsenblatt* lies chiefly in the fact that while it serves the *Börsenverein* and its dependencies as official journal, it also represents an inexhaustible source of business information derived from the enormous quantity of business communications which reach it from the book-trade in the course of the year. Originally it appeared once a

week; since 1866 it has been published six times weekly. The profits from this paper form the chief source of income of the *Börsenverein*.

The *Verein der Buchhändler zu Leipzig* own the *Bestellanstalt für Buchhändlerpapiere* (Order Department for Booksellers' Papers), the importance of which will be explained in the next section, and the *Öffentliche Buchhändlerlehranstalt* (Public Booksellers' School), which has existed since 1852. Both are situated in rooms of the *Buchhändlerhaus*.

By means of the compact and strict centralization which the German book-trade has met with in the *Börsenverein*, it became possible during the last few decades to set up definite models for important departments of bookselling trade-relations. In 1891 a *Verkehrsordnung* (Table of Trade Regulations) was published, which mentioned the customs which were to obtain in all bookselling business relations. These regulations are compulsory for all booksellers; they were renewed in 1910. In 1913 the new Conditions of Sale between the German Book-Trade and the Public (*Verkaufsordnung für den Verkehr des deutschen Buchhandels mit dem Publikum*) came into force. In 1893 a *Verlagsordnung* (Table of Regulations for Publishers) arranged for the rights which should obtain as between publisher and author, and formed the basis of the later national law of copyright. The fight that had so often been unsuccessfully waged against the granting of a disproportionate discount was now carried thru.

In 1888 the *Börsenverein* took over the *Buchhändleradressbuch* (Booksellers' Directory), which up till then had been a private undertaking and which was founded in 1838. No publisher or bookseller will be found mentioned in this directory who has not a kommissionar (agent) in Leipzig. The directory contains the names of 12,394 bookselling firms; 9482 of these are German, 1104 Austrian, and 349 Swiss, 1123 firms in other European countries are listed, 234 in America, 49 in Asia, 14 in Australia and 39 in Africa.

The activity of the *Börsenverein* in the field of science must still be mentioned, which defines the relations between the book-trade and intellectual life in a remarkable and worthy manner. The *Börsenverein* maintains an excellent technical library. The study of the history of the book-trade is assisted by a reference to the "*Archiv für die Geschichte des deutschen Buchhandels*" (Archives of the History of the German Book-Trade), published in 1874-1898 in 20 volumes, as also the "*Geschichte des deutschen Buchhandels*" (History of the German Book-Trade), published in 1886-1913 in four volumes. An historical collection in the *Buchhändlerhaus* also bears the title "*Deutsches Buchhandels-Archiv*" (Archives of the German Book-Trade). Last but not least must be mentioned the foundation of the "*Deutsche Bücherei*" (German Library) whose function it is to collect copies of the entire German book production from Jan. 1, 1913, onwards.

#### HOW A GALVESTON DEALER MAKES BOOKSELLING PAY

WHEN the T. H. & B. train pulled out of the union depot at Toronto on November the 21st last, with the writer of these lines in the day coach and a copy of Neystrom's "Retail Selling and Store Management" in his grip, says Alfred Knight, formerly with the Copp, Clark Co., and now with a Galveston bookstore, in the Canadian *Bookseller and Stationer*, there happened something which comes to most all of us some time or other in life—readjustment.

**Six years in one house makes one look at everything as thru the eyes of that house. New surroundings, new conditions, are the creators of new ideas.**

Four years and more in retail selling in Toronto and Chicago gave me an insight into problems that confront all of us who have to buy from the other fellow—sometimes what we do not want—to sell to the public what it wants, or thinks it wants, and once in a while when you can get it over—which is not often—what it doesn't want. The retailer is very apt to look upon the wholesaler as something of a nuisance—very often he can make himself so—and the wholesaler in turn, once in a while is forced to deem the retailer something of a conundrum too.

Every publisher who issues a worth-while book—there are some you know that are not worth while—expects the retailer who runs a good-sized store to buy twenty-five copies, right off. Now once in a while as in the case of "Felix O'Day," or "The Turmoil," that is a safe buy. Often enough, tho, the retailer finds himself confronted with something equally good, but which he cannot sell. The author is not so well known, the title spoils it, or some one cause sells ten copies or perhaps five, and the publisher with an eye to large first editions is very much disappointed. I do hate to be told when I buy ten books that I ought to have bought fifty. I detest the implication that Mr. Salesman makes against my business sagacity, by suggesting that he knows more about my business than I do.

Salesmen have their troubles. That, of course, is apparent. They are out to sell goods. The house is hammering away at them to push this or go strong on that, and every buyer has to face the machine gun battery of both house and man. The man is not primarily to blame, but the house is. It is poor business for the wholesaler to overload me, and it is poor philosophy for the salesman to suppose he can do that sort of thing twice. We are all human and therefore we all may make a mistake once in awhile. When I look at our stock I have to say with some regret "Someone had blundered." But unlike Tennyson's immortal "Six Hundred" we must "reason why," and that is where your business is going to stand or fall. It will be perhaps on these blunders of the past, part yours, part somebody else's, that your future success will be built. Everyone must have a fair chance and a square deal, and there are publishing houses and stationery manufacturers who are con-

ducting their businesses along these lines. There are lots of them—lots of all kinds, too many I sometimes think, but if all were as far-seeing as some of the stronger, older established houses are, there would be no complaint.

How do we buy? We buy in small lots and often; price cuts for quantities except for staples are of no attraction to us; that is where you ought to line up Mr. Retailer. It is better to buy three copies of a not too popular book from you jobber than to buy 25 to 50 copies from the publisher who gets angry with you if you don't.

How do we sell? That is a problem, isn't it? If the line is a particularly attractive one we display it. It sells itself. If it is something that isn't overly popular, we endeavor to talk our customers up to the popular point, and then leave it to them. But there are lots of ways to do business, and more business too. Advertising costs money, and therefore we do not do much of it. We do a little, but to be quite candid about it, it doesn't pull. What does pull, is the advertising of the manufacturer and the publisher in the magazines and periodicals. We make use of these magazines, too, in a very quiet but effective way, by inserting postcards of new books in them. Last month we had several advance orders before publication, for a comparatively unpromising book, just thru this medium. We also find that a circular sent out with statements is a means toward adding to our sales tho not as much as we should like.

The telephone is a good medium in city or town not too large. How do we do that? Listen. We get one of our clerks, preferably a lady, to call up a list of our customers on the phone. This list will vary according to the article to be sold. It is not well to advertise in this way more than once a month or the novelty wears off. We are going to feature the new Harold Bell Wright book that way. We tried it on a magazine subscription for ladies, last month, and in a city of 40,000 people we secured over 900 subscriptions. Not bad, was it? Of course, it was lots of work. Did you ever get any real business without that?

Our very best advertising medium, the one that pulls best and hardly ever fails, is the show windows. We get more returns, percentage returns, on our window display than from any other source by which we try to reach the public. Only last week we featured cook books, dictionaries, and useful books for carpenters, mechanics, etc., in one of our windows, and our sales on cook books alone were trebled, while dictionaries, which are always good sellers with us, made a wonderful spurt. We have had the same experience with kodaks, writing tablets, draughting materials, fifty cent novels, and in other lines. It pays.

THE merchant who is making money is always likely to ignore something that it is a bother to consider.—*Hodgkin: "Manual of Successful Storekeeping."*

#### A DIRECTORY OF BAD HABITS FOR THE BOOKSELLER

THE new educational director of the National Wholesale Grocers' Association has suggested the following list of questions to his members as possibly offering a hint of the sources of danger, due to carelessness or "leaky" customs. The questions were drawn up for grocers but they apply just about as well to booksellers. Check them over:

1. When was your cash on hand checked last?
2. When were your cash book footings proved?
3. When was your bank account reconciled?
4. Is your general ledger in balance?
5. Is your sales ledger in balance?
6. Are you sure that advantage is taken of all discounts for cash within the time limit fixed?
7. Have you a statement of accounts and bills receivable?
  - (a) Are the past due reported?
  - (b) Are the accounts in check?
  - (c) When were they verified?
  - (d) How are the accounts posted?
  - (e) From what are they posted?
  - (f) Are invoices checked against the goods received?
  - (g) How are your bills drawn?
8. What record have you of cash sales?
9. What record have you of allowances to customers?
10. How do you keep your register of orders?
11. How are the receiving books kept?
12. Are you carrying sufficient merchandise insurance to cover your present stock, or is your stock over-insured?
13. Are your furniture and fixtures covered by insurance?
14. Do you carry liability insurance?
15. Are your salesmen and other employees handling cash adequately bonded?
16. Is your sprinkler system tested regularly? Are your fire buckets filled, your extinguishers workable, and the hose usable?
17. What precaution do you take to see that your insurance policies are renewed on time?
18. Where are your insurance policies kept?
19. Are the letters of your subordinates tactful?
20. Are letters answered promptly and courteously?
21. Are your files kept so that correspondence can be readily located?
22. Is your filing system such as not to cripple your work in your file clerk's absence?
23. What control is used to avoid unnecessary telephone and telegraph charges?
24. What are the physical conditions of your warehouse?
25. Is the stock neatly arranged and easily accessible?
26. Is the arrangement such as to avoid unnecessary deterioration, loss or damage?
27. Have your scales been tested recently?
28. Are your employees held accountable for regular hours?

29. How long since the routes of your salesmen were checked?  
 30. Are your salesmen's expense books carefully audited?  
 31. How are your bills of lading kept?  
 32. Is any check kept on the unnecessary and unauthorized use of stationery?

#### BEST SELLING BOOKS

ACCORDING to the *Bookman's* lists, the six books (fiction) which have sold best in the order of demand during November were:

	POINTS
1. Mr. Britling Sees It Through. Wells. (Macmillan.)	247
2. When a Man's a Man. Wright. (Book Supply Co.)	230
3. The Wonderful Year. Locke. (Lane.)	117
4. Mary 'Gusta. Lincoln. (Appleton.)	115
5. The World for Sale. Parker. (Harper.)	83
6. Penrod and Sam. Tarkington. (Doubleday, Page.)	61

The best selling non-fiction was:  
*A Diplomat's Wife in Mexico.* Edith O'Shaughnessy.

*The Wrack of the Storm.* Maurice Maeterlinck.

*Tramping Through Mexico, Guatemala and Honduras.* Harry A. Franck.

*The Life of John Marshall.* Albert J. Beveridge.

*Rhymes of a Red Cross Man.* Robert W. Service.

*Told in a French Garden.* Mildred Aldrich.

*My Home in the Field of Honour.* Frances Wilson Huard.

*The Poems of Rabindranath Tagore.*  
*Years of My Youth.* William Dean Howells.

*O. Henry Biography.* C. Alphonso Smith.  
*The First Hundred Thousand.* Ian Hay.  
*Charles Frohman: Manager and Man.* Isaac F. Marcosson and Daniel Frohman.

According to the PUBLISHERS' WEEKLY consensus, the best-selling books (fiction) were:

	POINTS
1. Mr. Britling Sees It Through. Wells. (Macmillan.)	155
2. When a Man's a Man. Wright. (Book Supply Co.)	146
3. Mary 'Gusta. Lincoln. (Appleton.)	73
4. The Wonderful Year. Locke. (Lane.)	69
5. The World for Sale. Parker. (Harper.)	52
6. Penrod and Sam. Tarkington. (Doubleday, Page.)	34
7. Rainbow's End. Beach. (Harper.)	27
8. Georgina of the Rainbows. Johnston. (Britton.)	25
9. The Heart of Rachael. Norris. (Doubleday, Page.)	21
10. The Rising Tide. Deland. (Harper.)	14
11. Seventeen. Tarkington. (Harper.)	22
12. Lady Connie. Ward. (Hearst's.)	13

13. The Romance of a Christmas Card. Wiggin. (Houghton Mifflin.)	19
14. Just David. Porter. (Houghton Mifflin.)	20
15. The Dark Tower. Bottome. (Century.)	8
16. Kingdom of the Blind. Oppenheim. (Little, Brown.)	8
17. Casuals of the Sea. McFee. (Doubleday, Page.)	7
18. From the Housetops. McCutcheon. (Dodd, Mead.)	7
19. In Another Girl's Shoes. Ruck. (Dodd, Mead.)	7
20. The Lion's Share. Bennett. (Doran.)	7

#### A PERSONAL EFFICIENCY TEST

PURINTON, whose books and *Independent* articles on "Efficiency" have been so suggestive, has a series of test questions on personal efficiency that start one thinking. Check over the list and see where you stand.

In answering questions, write 100 for "Yes," 0 for "No." If the answer is a partial affirmative write the number between 0 and 100 that expresses the degree of assurance. Then add the column of percentages, divide the total by 30, and the answer will be your approximate grade in efficiency. The value of the test lies in the honesty and accuracy of the answers.

1. Do you like your work?
2. Have you learned the best, quickest and easiest way of doing it?
3. Are you thoroly informed on "scientific management"?
4. Do you know where your greatest power lies?
5. Have you a fixed goal, in the line with your supreme talent?
6. Do you believe absolutely in your own future?
7. Are you in perfect physical health?
8. Have you learned how to get well and keep well?
9. Can you be optimistic, under all circumstances?
10. Do you realize which of your habits, thoughts or emotions make you efficient?
11. Have you made an inventory of your mental and moral traits?
12. Are you correcting your known weaknesses; mental, financial, social or spiritual?
13. Have you discovered which foods, baths and exercises increase your energy and heighten your mentality?
14. Do you breathe deeply and hold an erect posture?
15. Is your sleep long and dreamless and refreshing, with your sleeping-room perfectly ventilated?
16. Do you drink three pints of pure water daily?
17. Do you eat slowly, moderately, regularly?
18. Is all your clothing made loose, to allow blood and nerves free play?
19. Are you independent, fearless, positive?
20. Are you tactful, cautious, courteous?

21. Have you secured the best possible advisers and associates?
  22. Are all your co-workers eager to help make your plans a success?
  23. Do you wish your rivals well, and never speak ill of them?
  24. Do you work harder than anybody else in the business?
  25. Have you learned the science of planning your day ahead?
  26. Can you relax entirely in your leisure hours?
  27. Are you saving money systematically?
  28. Do you enjoy art, music, literature and the presence of little children?
  29. Does your highest ambition include some real services to humanity?
  30. Have you a great love in your life, to steady, cheer and empower you?
- Divide the total by 30.
- The quotient shows your percentage of efficiency.

#### BOOK-TRADE ASSOCIATIONS

##### PLANS FOR JANUARY DINNER OF NEW YORK BOOKSELLERS' LEAGUE

The first dinner of the New Year of the New York Booksellers' League will be given at the Advertisers' Club on Wednesday evening, January 17th. M. J. A. Picard, now in this country to do publicity work for French books, will give a talk on his war experiences, illustrated with stereopticon views, and Dr. John Churchman of New Haven will tell the story of hospital work of the American volunteers in Paris. Other invited guests of honor will be M. Louis Dorbon, the well-known Parisian bookseller, now in this country as the official representative of the Cercle de la Librairie under the auspices of the French Board of Trade, and M. Maurice Sloog, of the Eighteenth Century Shop, New York, who recently returned to America after having served two years in the trenches.

##### PHILADELPHIA BOOKSELLERS INVITE NEW YORKERS TO ATTEND "FRATERNITY NIGHT"

A special invitation is extended to members of the New York Booksellers' League by the Booksellers' Association of Philadelphia to join with them in the celebration of a "Fraternity Night" to be given at the Franklin Inn Club on the evening of January 19th. Seven members of the Board of Managers of the New York Booksellers' League have already signified their acceptance, and it is hoped a number of others will join the delegation. Further information regarding the trip may be obtained of A. Wessels, secretary of the League, 354 Fourth Avenue, New York City. Charles C. Shoemaker of the Penn Publishing Co. will extend fraternal greetings and other tangible welcome at his offices to all book-trade visitors who may arrive in Philadelphia during the day of the event.

##### STATIONERS AND PUBLISHERS BOARD OF TRADE DINNER MARCH 10

The Banquet Committee of the Stationers and Publishers Board of Trade has decided to hold the annual banquet at the Hotel Biltmore, on Saturday, March 10th, 1917. The Com-

mittee also concluded as an innovation to invite the ladies to be present at the banquet. The book trade is represented on the Committee by Charles E. Butler of Brentano's and Charles A. Burkhardt of E. P. Dutton & Company. The Chairman of the Committee is Edward E. Huber of Eberhard Faber.

#### OBITUARY NOTES

HAMILTON WRIGHT MABIE, author, lecturer, critic and for fifteen year associate editor of the *Outlook*, died on December 31 at his home in Summit, N. J. Acute asthma was the immediate cause of death, altho Mr. Mabie had been in failing health for more than a year. Mr. Mabie was born at Cold Spring, N. Y., in 1846, and graduated from Williams College in 1867. He took a law course at Columbia University and hung out his shingle but gave up the law and went to work under Henry Ward Beecher, then the editor of *The Christian Union*. Soon afterward Beecher retired from that position and Dr. Lyman Abbott became editor of the publication, which from that time on was named the *Outlook*. As soon as Mr. Mabie had mastered his editorial duties he engaged in other writing, and in 1884 published his Norse stories, first fruits of a long and careful study of mythology and folklore. Then came "Nature in New England," 1890; "My Study Fire," in the same year; "Short Stories in Literature" and "Under the Trees" in 1891; "Essays in Literary Interpretation" in 1892, and the second series of the "Study Fire" two years later; "Nature and Culture," "Books and Culture" and "Work and Culture," in 1897 and 1898; "Life of the Spirit," in 1899; "William Shakespeare—Poet, Dramatist and Man," 1900; "Works and Days," 1902; "Parables of Life," 1902; "Backgrounds of Literature," 1903; "Myths Every Child Should Know," 1905; "Fairy Tales Every Child Should Know," 1905; "The Great World," 1905; "Heroes Every Child Should Know," 1906; "Legends Every Child Should Know," 1906; "Christmas To-day," 1908; "Introductions to Notable Poems," 1909; "American Ideals, Character and Life," 1913; "Japan, To-day and To-morrow," 1914. In 1913 Mr. Mabie went to Japan as lecturer for the Carnegie Foundation for International Peace, delivering a course of lectures at the Imperial University in Tokio. He was a member of the American Academy of Arts and Letters.

REGINALD JOHN SMITH, head of the English publishing firm of Smith, Elder & Co., president of the British Publishers' Association and editor of the *Cornhill Magazine* since 1897, died in London on December 28 in his sixtieth year. He was educated at Eaton and at King's College, Cambridge, and became a barrister in 1883. From 1886 to 1894 Mr. Smith assisted the late Lord Russell of Killowen in his work at the Bar. In 1904-05 Mr. Smith was elected president of the Publishers' Association and again in 1915-16. He was also a member of the council of the Royal Geographical Society, a member of the Executive Committee of the Royal Literary Fund, director of the Booksellers' Provident Institution, and a member

of the Employers' Panel of the Board of Trade Conciliation. The house of Smith, Elder & Co. was founded just a century ago when the first George Smith joined with Alexander Elder, a fellow Scot, in founding the publishing business of Smith, Elder. The first publication of the firm was a collection of sermons by a Congregational minister. Macaulay's "Ballad of the Armada" and early poems by Coleridge, Southey, Ruskin and Tennyson also appeared under its imprint. In 1843 George Smith, the Second, then only nineteen, persuaded his father to let him take charge of the publishing department of the rapidly expanding business. Three years later the father died, Mr. Elder retired, the resignation of a third member of the firm became necessary and the entire charge of the business devolved upon young Smith. Under his able direction Smith, Elder & Co. launched the *Cornhill Magazine* and the "Dictionary of National Biography" and established cordial relations with such authors as Thackeray, the Brownings, Charlotte Brontë, D. G. Rossetti, Leigh Hunt, John Addington Symonds, George Meredith, Stevenson and Anthony Trollope. George Smith, the Second, practically retired in 1890 and in 1894 the late Reginald John Smith, his son-in-law, became associated with the firm, to assume its sole direction five years later upon the retirement of A. Murray Smith, grandson of the original founder. With the professed ideal before him of "winning and deserving confidence alike at the hands of authors and the public," Reginald Smith at all times carried on the fine traditions of the house. Sidney Lee, Frank Bullen, Conan Doyle, Mrs. Humphry Ward and Anthony Hope were only a few of the authors whom he published.

#### PERSONAL NOTES

WILFRED WILSON GIBSON, the English poet, arrived in this country on Wednesday to give readings from his poems.

ERNST RICHERS, formerly representing the John Lane Co. and other houses on the Pacific Coast, joins the traveling staff of the Page Company to cover the principal western territory, including the Coast.

WILLIAM J. KELLY, "Uncle Bill" to his countless friends thruout the trade, retires as a traveling salesman for McLoughlin Bros. and becomes their general sales manager. He has spent more than forty years "on the road," a record rarely surpassed.

JOSHUA SLOCUM is officially dead. The Century Co. announces that after eight years, during which the author of "Sailing Alone Around the World" has not been heard from, it has paid over the accumulated royalties on the book to his widow. The incident reveals an interesting story. It was in September, 1908, that the Century Co. sent its last royalty check to Mr. Slocum. The check came back undelivered, and upon investigation it was found that Slocum had set forth on another of the solitary voyages described in his book. He had sailed from New Bedford in his little

boat, and was said to have been bound for South America. Word came back some time later that he had arrived in British Honduras. A further report, never substantiated, was that he had been seen toiling up the Amazon. This was the last that anyone ever heard or saw of Slocum, tho all these years have elapsed before it has been regarded as safe to assume that he is no longer alive.

THE LATEST Nobel prize winner, Verner von Heidenstam, is described, according to the *Dial*, as being almost everything that his famous fellow-countryman, Strindberg, was not. Idealist and romanticist to his finger-tips, the younger man has for at least thirty of his fifty-seven years waged vigorous warfare on the realism of his celebrated senior in literary art. It was in the eighties and nineties that the battle between the realistic and the romantic schools in Sweden developed its greatest fury, and the realists were winning when the young painter-poet, fresh from post-graduate travel and study in Greece and the Orient, belted on his sword in defense of the things of the imagination, of beauty in literature and art, and "proclaimed the Renaissance doctrine of the 'joy of life,'" as one of his admirers has expressed it. Born to wealth, an aristocrat of polished manners and courtly bearing, somewhat of a dilettante, an enthusiastic Hellenist (perhaps, like Pater before him, of the Cyrenaic school), and with a mind enriched and enlarged by extensive travel, this gentleman and scholar had, manifestly, little in common with wild-eyed, long-haired, and generally unkempt followers of Ibsen and Strindberg and their like. Poet, novelist, critic, historian, philosopher, and teacher, Verner von Heidenstam is best known for his great work, "Hans Alienus," comparable in scope with "Wilhelm Meister" and "Jean-Christophe," his "Endymion," and his historical study, "The Carolines," on Charles XII and his period.

#### LITERARY AND TRADE NOTES

THE SYNDICATE TRADING Co. announces that it is in the market for publishers' entire remainders.

LITTLE, BROWN & Co. are sending out their new price list, a 48-page pamphlet, which went into effect January 1.

THE PAGE Co. announce for this month a fifth volume in the *Blue Bonnet Series* by Lela Horn Richards, "Blue Bonnet: the Debutante."

THE BRITTON PUBLISHING Co.'s spring novel will be "The Road of Ambition," the story of a man on the rungs of the ladder coming up from beneath, by Elaine Sterne.

CHARLES C. BIGELOW & Co. announce standard sets, de luxe buckram and leather, of Emerson, Poe, Jane Austen, Burns, Plutarch, "Don Quixote," "Pepys' Diary," Balzac and Longfellow's "Dante."

THE AUSTRALIAN AUTHORS & WRITERS GUILD, newly formed at Melbourne, is working for the imposition of a duty on imported

publications, other than those of a technical or educational nature, and on serial stories and other literary matter imported in the proof.

JAMES B. POND, 1 Madison Avenue, New York City, has just published "My Dickens Friends," a decorated book of verse by Frank Speaight, and "Christopher Cricket on Cats," a new edition of Anthony Euwer's whimsical books of child ideas and verses.

THE TECHNICAL PUBLICITY ASSOCIATION has been trying for some time to promote a uniform standard size of 9 x 12 inches in technical and trade publications. *Building Age* and the *Metal Worker* were among those to change over January 1.

JUSTICE GREENBAUM held in the Supreme Court of New York on December 28 that an erroneous news item in the daily press to the effect that a certain play had completed its run when in fact the play was still appearing could not be made the basis for a recovery of damages in a suit for libel.

AMONG THE JANUARY publications of the J. B. Lippincott Company, will be Carolyn Wells' new detective story, "The Mark of Cain"; a lively romance by George Weston, "Oh, Mary, Be Careful!"; George Frederick Kunz' new volume on "Rings"; and Rhea C. Scott's "Home Labor Saving Devices and How to Make Them," a work directed by the government.

THE TITLE of Charles M. Schwab's book announced by us last week as "My Twenty Thousand Partners" has been changed to "Succeeding with What You Have." Two other January announcements of the Century Co. are "Inside the German Empire" by Herbert Bayard Swope, and "Why Men Fight" by Bertrand Russell.

THE BEST Short Stories of 1916 and the Yearbook of the American Short Story, the second of the annuals under this title to be edited by Edward J. O'Brien of the Boston Transcript, will be published by Small, Maynard & Co. in February. A fourth edition of "The Best Short Stories of 1915" is now in press.

RITTER & Co. announce for January 25 "The Ayesha" by Lieutenant Hellmuth von Mucke, of the Emden. The Ayesha was the schooner in which von Mucke and a remnant of the Emden's crew escaped from Cocos Island on their long journey to Constantinople, and the story of the voyage should prove to be one of the most interesting pieces of literature yet produced by the war.

HENRY KITCHELL WEBSTER's spring novel, successor to "The Real Adventure," one of last year's best sellers, will be "The Thoroughbred." In the new book, which the Bobbs-Merrill Co. will publish this month, Mr. Webster depicts the sort of woman who, accustomed to ease and comfort, can buckle to courageously and begin at the bottom again when a business reverse strikes her husband.

A FEW DAYS previous to the death of Emile Verhaeren, the John Lane Co. published an English translation of a selection of his

poems, "Sunlit Hours," a volume of love-songs, an exquisite record of golden hours spent in a garden in spring time. The publishers have now in preparation, for the end of January, 1917, another volume of translations entitled "Afternoon."

IN ADDITION to Emerson Hough's romance of Western life, "The Man Next Door," D. Appleton & Co. are publishing this month "Great Companions," a collection of essays on the personalities of various well known writers from De Foe to Stephen Crane and Henry James by Edith Wyatt, and "Great Inspirers" by Dr. J. A. Zahm which shows the inspirational influence of woman on St. Jerome and upon Dante.

DOUBLEDAY, PAGE & Co. are offering \$100 for the best essay on McFee's "Casuals of the Sea" submitted to them by March 31. These are good times but money is not so plentiful but that a large sign in a bookstore window to the effect that "the publishers are offering \$100 for the best essay on this book" should lure many an aspiring soul to purchase the book. An actual \$100 bill in the window would certainly heighten the interest in the notice, too.

*The Lord & Taylor Book Shop* Kipling, we think it was, who said: "Call 'Mac' down to the engine room of any steamer the world over and a Scot will answer."

McFee was and is an engineer. He has written a novel of life, and it has been accepted as a big book. Ask one of the people in the Shop to tell you about this "Mac" and his book "Casuals of the Sea."

Conducted by  
Doubleday, Page & Company

A READABLE BIT OF RETAIL STORE ADVERTISING COPY

THE EXPERIENCED LETTER-OPENER can detect the imitation personal letter at the first glance at the printed typewriting; to forestall the usual fate of such a letter, a Philadelphia firm, according to the *Outlook*, frankly begins its imitation letter thus: "This is not a type-written letter, but far better, because it has taken hours of experience of expensive talent to write the information it contains, impossible in any letter dictated on the spur of the moment."

"THE UNWELCOME MAN" is the title of a first novel by Waldo Frank which Little, Brown & Company are publishing this month. Mr. Frank is the editor of the recently established *Seven Arts Magazine* and in "The Unwelcome Man" he has told the story of the childhood, youth and early manhood of an unwelcome eighth son of a poor Long Island

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IN THE STATE  
ESTABLISHED IN 1877  
THE PROPRIETOR,  
GAMMEL, WAS BORN IN  
DENMARK  
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NOT SO NOW  
YOU UNDERSTAND MONEY  
RULES THE WORLD  
THE WORLD RULES YOUR  
GOOD LOOKS  
SO DON'T BE DISAPPOINTED  
WHEN WE MEET AGAIN  
H. P. N. GAMMEL

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SEND FOR CATALOG  
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MRS. H. P. N. GAMMEL  
HER 3 BOYS AND 5 GIRLS  
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DON'T HESITATE TO SELL  
TO ME OR BUY. YOU WILL  
NOT DOUBT MY REFER-  
ENCES. IF YOU DO WRITE  
THEM.

H. P. N. GAMMEL

A LETTER HEAD THAT COMES OUR WAY OCCASIONALLY FROM DOWN IN TEXAS. WE VENTURE  
THAT IT BRINGS ITS USER BUSINESS TOO

family and of the struggle of his personality against the formal taboos and inhibitions of society.

A NOVEL METHOD of attracting and holding people before a retail store window is being worked successfully by a London shoe dealer, according to *Associated Advertising*. The shopkeeper announced that a camera was hidden in the window and that a snapshot would be taken, at some moment during each week, of the person who then happened to be looking at the display, this person to receive a pair of shoes free. The photograph of the winner was displayed in the window and passersby were asked to identify it, this adding much to the fun and the advertising value of the plan. The plan proved a trade builder much beyond the small cost involved.

AN ENGLISH BOOKSELLER, retired after fifty years' of bookselling, complains to the *Bookseller* that horseshoeing is a better profession than bookselling. He has been comparing notes with a contemporary, who has also retired after active work for about the same period as a blacksmith. He finds, to his sorrow, that his working expenses as a bookseller have been more than ten times as great as those of his friend, while his anxieties and responsibilities have been proportionately great. Both, it appears, retired on equal fortunes, both, it may be presumed, worked equally hard, and he concludes that he himself has been badly used by fortune.

AMONG THE PUBLICATIONS announced by the George H. Doran Company for January are "At the War" by Lord Northcliffe; "The British Campaign In France and Flanders, 1914" by Sir Arthur Conan Doyle; "A Woman and the War" by the Countess of Warwick, on woman's new position in England and the possibilities of leadership for women in the future; "The Japanese Conquest of American Opinion" by Montaville Flowers; "Leadership of the New America" by Archibald McClure; "The White Road to Verdun" by Kathleen Burke; "Prayer In War-Time" by Sir W. Robertson Nicoll; and "The Boys' Book of Sailing and Canoeing" by Warren H. Miller.

THE MACMILLAN Co. has withdrawn—against the wishes of the author, it is said—Dr. Edmund von Mach's "Official Diplomatic Documents Relating to the Outbreak of the

European War." Dr. von Mach, altho confessing pro-German sentiments, says he wrote the book as an avowed work of reference and without bias. The author included a number of foot-notes of his own. After the book had been prepared, it was read by Professor Charles A. Beard, of Columbia, and then accepted by the Macmillan Company. Since its publication early in the fall, however, enough complaints of various inaccuracies have been received to cause the publishers to withdraw the work.

GERMANY HAS MET AND OVERCOME the difficulty of shipping books in good condition to and from the soldiers on her far-flung fronts by devising a special portable bookcase (*Tragbücherschrank*) of stout wood. Each case holds twenty books, and the books fit without packing. The lid of the case is secured by a padlock, and after the outfit is unlocked the soldier may use the lid as a writing desk, or he can hang the entire case on a wall by the hooks which German foresight has provided in the back of the case. The work of sending out these portable libraries is in the hands of the *Deutsche Dichter-Gedächtnis-Stiftung* in Hamburg, and the first case to be sent went to Macedonia.

CHARLES SCRIBNER'S SONS are publishing today "With the French Flying Corps," a graphic account of the French flying service illustrated with extraordinary photographs by C. D. Winslow, a young Yale graduate who has gone thru the service from training school to active service during the German offensive at Verdun; and "The Pan-German Plot Unmasked" by André Chéradame who claims that Germany had a scheme whereby, after certain events which have now occurred, the Germans would step forward with an air of magnanimity and would offer what appeared to be a generous peace and acknowledgment of defeat, and that they hoped thereby to get the most important part of what they had fought for in the idea that that would be a stepping-stone to final world dominion.

THE FINAL VOLUME of the "Encyclopedia Japonica," undertaken by the Dobunkan, has been completed, according to the *Japan Times*. It is almost fifteen years since the first volume was issued, and it is reported that the pub-

lisher spent more than one million yen in preparing the work. The encyclopedia consists of twenty-six volumes, and is divided into seven sections—Commerce, Education, Medicine, Law, Philosophy, Industry, and Economy—the total number of pages being 24,788. Six hundred and eighty-five scientists and authorities have edited it. The encyclopedia not only includes facts and explanations of things Japanese, but also serves as a reference work and dictionary of foreign customs and technical expressions. In this sense it is a combined encyclopedia and dictionary. Each section can be purchased separately, and it is not necessary to buy the whole twenty-six volumes. The price of the complete work is 276 yen.

IN COMMEMORATION of the tercentenary of Shakespeare's death the Yale University Press announces a new edition of Shakespeare's works, to be published under the direction of the English Department of Yale University. This edition, to be complete in forty volumes, will be edited under the general supervision of a committee consisting of Dean Wilbur Lucius Cross, and Professors Tucker Brooke and Willard Higley Durham. The text will be substantially that of Craig's Oxford Shakespeare, altered occasionally in the light of a new collation of the Quartos and First Folio. The stage directions of the Folio will be retained, those of later editions being added, when necessary, in brackets. Each volume will contain a glossary and notes, as well as brief appendices giving date, history, etc. Every effort will be made to give these volumes an attractive format, not suggestive of the conventional textbook. The first four volumes will be published in the autumn of 1917.

IT HAS LONG BEEN REGRETTED that Japan was without a great exhaustive dictionary, but that want is about to be supplied. It has been announced in Tokio that after fifteen years of assiduous work by Prof. Uyeda, of the Tokio Imperial University, and Prof. Matsui of the Tokio Higher Normal School, the new "Japanese Lexicon," in four volumes, is ready for publication. The first volume has already passed the last proofreading, while the three other volumes will be issued after next year at the rate of a volume a year. The first dictionary compiled in the Orient was that completed in the reign of the Chinese Emperor Shih; its vocabulary, however, contained only 1200 words. The Kanghsi Lexicon, an authoritative Chinese dictionary, was compiled in the early stages of the Ching dynasty and comprised some 70,000 words. The new Japanese dictionary by Prof. Uyeda and Prof. Matsui, says the *East and West News*, is exhaustive, treating 220,000 words. Its manuscripts make a pile 140 feet high.

THE SOMEWHAT UNCERTAIN QUESTION as to whether printer or binder is responsible for the elimination of damaged sheets was involved in a recent "unofficial" decision. A printer received an order for and printed a book for a publisher but did not receive the order for binding, this being placed direct with a binder by the publisher. The printer

supplied a sufficient number of extra sheets to make up for spoilage, but the binder did not remove the imperfectly printed sheets. The imperfect sheets were bound into books, while the good oversheets were left. The publisher demanded credit for the return of the imperfect books, and the point to decide was which should stand the loss, the printer or the binder. The two parties, unable to find any legal precedent in the matter, and feeling incompetent to decide the question, submitted it to several authorities in the printing industry. The consensus of opinion, as evidenced by the replies, was that the binder should stand this loss.

THE HEARINGS in the print paper investigation before the Federal Trade Commission came to a sudden end on December 29 when the manufacturers refused to discuss the basis for present newsprint prices. Both publishers and jobbers had already been heard. The manufacturers declared they had not had time to study tables prepared by the commission's investigators purporting to show huge profits. Members of the Trade Commission announced that despite an apparent unwillingness by the manufacturers to help in the investigation, the commission's report would be issued, probably in about ten days, and that such recommendations to Congress would be made as were thought necessary. It was intimated that facts uncovered by the commission will be turned over to the Department of Justice. Publishers testifying before the Commission blamed both manufacturers and jobbers for prevailing conditions in the newspaper world. It was declared that jobbers had taken advantage of the last two weeks to try to frighten publishers into paying high prices by asserting a shortage existed which would prevent many publishers filling their needs during the coming year. More testimony was brought out also concerning alleged refusals to sell to publishers and regarding different prices quoted by the same manufacturers.

Five book manuscripts a day, thirty a week, close to fifteen hundred a year—that is the showing of the head reader for a large publishing house, says a PUBLISHER's reader in the *New York Evening Post*. One can hardly blame him if he sometimes grows skeptical about the profession of letters. Of each hundred manuscripts turned in there will rarely be more than four or five that merit any serious consideration; only about one in a hundred will be accepted for publication. And the others—alas that human beings should have invented ink to steal away their brains! I read almost a score every week. And once a year or so, when one is thinking that the hooves of Pegasus have turned into pig's trotters, comes some Joseph Conrad, some Walter de la Mare, or Rupert Brooke, to restore one's sanity. I hear that the authors are going to unionize themselves and join the A. F. of L. The word "author" carries no sanctity with me: I have read too many of them. If their forming a trade union will better the output

of American literature I am keen for it. I know that the professional reader has a jaundiced eye; insensibly he acquires a parallax which distorts his vision. Reading incessantly, now fiction, now history, poetry, essays, philosophy, science, exegesis, and what not, he becomes a kind of pantechnicon of slovenly knowledge; a knower of thousands of things that aren't so. Every crank's whim, every cretin's philosophy, is fired at him first of all. Every six months comes in the inevitable treatise on the fourth dimension or on making gold from sea-water, or on using moonlight to run dynamos, or on Pope Joan or Prester John. And with it all he must retain his simple-hearted faith in the great art of writing and in the beneficence of Gutenberg.

#### BUSINESS NOTES

**ANN ARBOR, MICH.**—T. I. Biddle is starting as a dealer in law, medical and dental books a Nickel's Arcade, Room 217.

**BOSTON, MASS.**—Bruce Hovendon, manager of the book and stationery department of the E. Higgins Co. at the W. & A. Bacon Co., will take over the department on his own account and put in an entirely new stock of merchandise.

**CHICAGO, ILL.**—Everybody's Book Store, corner of Wilson Avenue and Broadway, is to discontinue business in the near future. The company has been engaged in the general stationery, book and periodical business.

**CHICAGO, ILL.**—On January 1st, A. C. McClurg & Co. moved their wholesale display sample rooms from 218-224 South Wabash Avenue to 330-352 East Ohio Street. The new display rooms occupy approximately twenty-five thousand square feet of floor space and are probably the largest and best lighted display rooms used for similar lines in the United States. The buildings in which these rooms are located have a frontage on three streets—Ohio, Ontario and McClurg Court—and are only one block from the Lake and two blocks from the New Municipal Pier. Large stocks are carried so that customers who so desire may take their purchases with them.

**CLEVELAND, O.**—The C. T. Powne Co. of Chicago have opened a new and second-hand book store at 406 West Superior Avenue, to be known as "Powne's Book Shop."

**MORRISTOWN, N. J.**—David C. Stillwell, Jr. & Co have succeeded to the business formerly conducted by J. R. Runyon.

**PITTSBURGH, PA.**—At Kaufman's "Big Store" Sol Abbott has given up buying for the book and stationery departments to become general assistant merchandise manager of the concern. William McGhee has been promoted to buyer of books and Miss J. Claney of stationery.

#### PICK-UPS

##### TRUTH IN JOB-SEEKING

"Why did you give up your last position?" "I didn't give it up, sir; I was fired." "Oh, in that case, take off your hat and coat and go to work. We can use a man as honest as you."—*Detroit Free Press*.

#### THE OBVIOUS COME-BACK

**IRATE BUSINESS MAN.**—You book agents make me so angry with your confounded nerve and impudence that I cannot find words to express my feelings.

**AGENT.**—Then I am the very man you want. I am selling dictionaries.—*Life*.

#### CHEER UP A. B. A.

Speaking of books, most of our Hardys were missing, so we have just bought a new set. And when we compare the enjoyment there is in a set of Hardy with the pleasure to be got out of a new tire—the prices are about the same—we are strongly tempted to give away our Jitnibus of Joy.—F. P. A. in *N. Y. Tribune*.

#### WE TAKE IT HE IS A BOOKSELLER-ESS

According to the English *Bookseller*, a bookseller has hung outside his shop in the High Road at Streatham a long rope, to which is attached a notice saying:—"If there is a dirty dog in this neighborhood who calls himself a conscientious objector and would not fight for his own sister, wife or children, here is the rope, and my cellar is at his disposal; and I will promise not to cut him down until he is cold."

#### A PUBLISHER'S MOTTOES

The publisher of a big modern magazine, who has fought his own way to success, quoted the other day two rules which he said he had learned from an old cavalry captain and had found to be the best of guiding aphorisms:

First: "When in doubt, charge."

Second: "Admit nothing to be a hardship."

The first rule applies to action; the second to thought—to a soldierly attitude of mind. Taken together, they equip a warrior to enter any struggle with more than a chance of victory. They are equally valuable, so the publisher asserted, to the modern business man, struggling in the press of work and worry; and they are certainly applicable to the daily difficulties of life.

#### RESOURCEFUL SALESMAN

An elderly lady entered a shop and asked to be shown some tablecloths. The salesman brought a pile and showed them to her, but she said she had seen those elsewhere—nothing suited her.

"Haven't you something new?" she asked.

The clerk then brought another pile and showed them to her.

"These are the newest pattern," he said. "You will notice that the edge runs right around the border and the center is in the middle."

"Isn't that lovely!" said the lady. "I will take half a dozen of those."—*Life*.

#### FACTS WITH WHICH TO CLINCH THAT BIBLE SALE

The Bible contains 3,536,489 letters, 773,693 words, 31,173 verses, 1189 chapters and 66 books.

The word "and" occurs 46,277 times and the word "reverend" but once.

Ezra 7:21 contains all the letters of the alphabet except "J."

The 19th chapter of 2 Kings and the 37th chapter of Isaiah are alike.

The middle verse of the Bible is Psalm 97:8.

The first book printed from movable metal types was the Latin Bible, in the year 1455.

There are 39 books in the Old Testament, 3 times 9 equals 27, which is the number of books in the New Testament.

If you have the "blues," read the twenty-seventh Psalm.

If your pocketbook is empty, read the seventh Psalm.

If people seem unkind, read the fifteenth chapter of St. John.

If you are discouraged about your work, read the one hundred and twenty-sixth Psalm.

If you are all out of sorts, read the twelfth chapter of Hebrews.

If you are losing confidence in men, read the thirteenth chapter of First Corinthians.

If you can't have your own way in everything, keep silent and read the third chapter of St. James.

Five and three-quarter tons of type metal are required to cast the type of a typical Bible.—Winston *Trade Notes*.

#### GIVE THE BOOK A CHANCE TO SELL ITSELF

THE saleswoman in the bookstore, after finding out the wants of the customer, selected the volume asked for and held it out before him. Then she ran over the pages, lingering on those illustrated in color. All this time she was talking to the customer about the book.

During the procedure the proprietor was watching the main floor from his little office on the balcony, as was his frequent practice during the day. It gave him a better view of things than he could get from the store floor, and yet did not take the place of mingling with the customers. In fact, he divided a good portion of the day between working around among the clerks and customers, and viewing the main floor from the balcony.

This particular sale interested him much. The customer seemed absorbed in what the salesperson was saying. Several times he seemed to reach out, as if to take the book. Finally, he told the salesperson he would come in again, and left the store.

Why did the sale fail? Of course, the proprietor could not say to a certainty. Yet his knowledge of the principles of salesmanship led him to a very safe conclusion. The customer wanted to handle the book and didn't get a chance. It seems of small importance. Yet the experienced retailer knows it is not. In such a case as this it would have helped much in closing the sale. In fact, it is such a little thing as this which frequently stands between success and failure in retail selling.—From "Retail Selling," by James W. Fisk.

#### THE SCRAP HEAP!

"There is a familiar story of an illustrious engineer, who, when visiting some mechanical works, was asked what he would like to see first. His reply was, 'The scrap heap.' And

the story goes on to add that he found so much of interest there that he never saw the shops at all. There is also a story less well known, perhaps, of another engineer, who, emulating his great predecessor, asked an American engine builder the same favor. 'Pray, pardon us,' was the reply, 'we keep the secret of our success to ourselves.'

"Failures have taught men what to avoid, and the scrap heap is nothing but the living and speaking notebook of experiments. Every broken or futile part is a post labeled danger, and the multiplication of such posts on both sides of the road buoy out a passage along which the engineer may travel safely."

"So says the *Scientific American*, but what about the scrap heap of publishers—what bitter, unpleasant memories it arouses! Oh the books that we were sure would make us rich after we sent them forth upon the waiting public! In our minds we already began to plan as to how we would spend the vast profits that would accumulate from the many editions that we would have to issue!"

"The books that we were sure had a living, vital message that the world was just perishing to hear—thousands of readers were expectantly waiting for them; but the published message never secured an audience, and the readers that we thought would prove so eager to part with their cash to get it, didn't enthuse, and, consequently, didn't open their pocketbooks to own a copy!"

"And the books are in the scrap heap now, waiting for the teamster to cart them off to the mill to be ground up and to be converted back again to the pulp heap!"

"Then the scrap heap of our brilliant ideas that the world didn't appreciate and wouldn't receive!"

"We should always keep in view the scrap heap before we further reduce our diminishing cash balance."—L. M. CROSS, in the *Vir Publishing Company's house organ, "Successful Selling."*

#### AUCTION SALES

JAN. 16 AT 2:30 AND 8 P. M. (Two sessions.) Catalog: Confidential correspondence of Robert Morris, the great financier of the Revolution, being letters from the leading statesmen, military and naval heroes and patriots of that time. (No. 1183; 464 lots.)—Henkels.

#### BIBLIOGRAPHICAL NOTES

CATALOGS OF NEW AND SECOND-HAND BOOKS  
*Francis Edwards*, 83 High St., London, W., 83 High St., Marylebone. Catalogue of books on several subjects: America, Russian Empire, Western England, ballads, songs and music [etc.] (No. 370; 762 titles.)

*John Heise*, Syracuse, N. Y. Interesting list of autograph bargains at \$1 each. (No. 217; 187 items.)

*A. Maurice*, London, W. C., 23 Bedford St., Covent Garden. Catalogue of books, miscellaneous subjects, in the various branches of literature. (New series, No. 227; 415 titles.)

## Weekly Record of New Publications

The entry is transcribed from title page when the book is sent by publisher for record. Books received, unless of minor importance, are given descriptive annotation. Prices are added except when not supplied by publisher or obtainable only on specific request. Where not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in brackets] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date; otherwise simply "c." No ascertainable date is designated thus: [n.d.]

A colon after initial designates the most usual given name, as: A: Augustus; B: Benjamin; C: Charles; D: David; E: Edward; F: Frederick; G: George; H: Henry; I: Isaac; J: John; L: Louis; N: Nicholas; P: Peter; R: Richard; S: Samuel; T: Thomas; W: William.

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tr. (32mo: 12½ cm.); Ff. (48mo: 10 cm.); Sq., obl., nar., desig. square, oblong, narrow. For books not received sizes are given in Roman numerals, 4°, 8°, etc.

**Aiken, Conrad Potter.** The jig of Forslin; a symphony. Bost., Four Seas [68 Pember-ton Sq.] '16 c. 127 p. D \$1.25 n.  
Novel of adventure in verse. Based on the Freudian psychology.

**Barnett, G: Ernest, and McCabe, D: A.** Mediation, investigation and arbitration in industrial disputes. N. Y., Appleton. '16 c. 8+208 p. D \$1.25 n.

Study on the work, powers and possibilities of commissions for mediating and investigating questions arising between capital and labor. First author is professor of statistics, Johns Hopkins University.

**Betiero, T: Jasper.** Nedoure, priestess of the Magi; an historical romance of white and black magic; a story that reveals wisdom of the ancient past. [Rev. ed.] Seattle, W. F. Wohlstein & Co. [208 Epler Blk.] [c. '16] 247 p. D bds. \$1.25; \$1.75

**Bible.** Emphasized Bible. New ed. Cin., Standard Pub. [n. d.] 1119 p. sq. 8° \$5 n.  
Formerly published by John Wiley & Sons.

—. Old Testament. Emphasized Old Testament; tr. by J. B. Rotherham. New ed. 3 v. Cin., Standard Pub. [n. d.] 874 p. sq. 8° ea. \$1.50 n.; 3 v. in 1 \$4 n.

—. New Testament. Emphasized New Testament; tr. by J. B. Rotherham. New ed. Cin., Standard Pub. [n. d.] 272 p. sq. 8° \$1.50 n.  
Formerly published by John Wiley & Sons.

**Boudois, P., and Dufayard, Charles.** Continental Europe, 1270 to 1598; rev. and adapted from the French by Chalfant Robinson. N. Y., Holt. '16 c. 15+489 p. D \$2  
Free translation of "L'histoire de l'Europe et en particulier de la France de 1270 à 1610."

**Brass, Theophilus, pseud.** A chapter from the story of Pauline Parsons. Ashland, Mass., W. P. Morrison. '16 c. 72 p. O \$1; pap. 50 c.  
Records the conversations between a rich young woman and her advisers who wanted to keep her from sharing profits with her employees.

**Bryan, Bailey Tyler.** Stenotypists' practice book. Rev. ed. Indianapolis, Stenotype Press. [c. '16] 4+199 p. il. pors. 12° \$1  
\$1

**Buchan, J:** The battle of Jutland. N. Y., T. Nelson & Sons. ['16] 44 p. il. pls. (part fold.) pors. fold. diagr. 12° 10 c.

**Caspar's new official map of the City of Milwaukee and suburbs.** Milwaukee, C. N. Caspar Co. [454 E. Water St.] 5 x 5½ ft. on rolls \$8 n.; ed. without suburbs \$6 n.; pap. \$4 n.

**Cloos, G: M., and Farmer, Harry J.** Manual for appraising real estate and buildings by approved practical methods; with key to land values as shown on Caspar's Official map of Milwaukee and suburbs. Milwaukee, C. N. Caspar Co. '16 59 p. 8° with map \$15 n.

**Coe, G: Alb.** The psychology of religion. Chic., Univ. of Chic. [c. '16] 17+365 p. (18 p. bibl.) D (Handbooks of ethics and religion) \$1.50 n.

Handbook for beginners in the psychological study of religion. Emphasizes problems, standpoints, authors, topics of investigation and kinds of data, to enable the student to focalize upon the specific problems. Author is professor in Union Theological Seminary.

**Collins, C: W.** The uses of adversity; and other essays. Bost., Pilot Pub. [59 Temple St.] '16 c. 238 p. 12° \$1

**Cyclopedia of architecture, carpentry, and building;** a general reference work; prepared by a staff of architects, builders, engineers, and experts of the highest professional standing; il. with over 3000 engravings. 10 v. Chic., Am. Technical Soc. [Drexel Ave. cor. 58th St.] '16 c. il. pls. col. fronts. plans tabs. diagrs. 8° \$24.80

Other editions have been pub. by the American School of Correspondence, Chicago.

**Davies, Bp. T: F:** Priestly potentialities. N. Y., Longmans. [c. '16] 44 p. S 50 c. n.

Substance of talks delivered at a Spiritual Conference for the clergy of the Diocese of Western Massachusetts, Springfield, March 23, 1916.

**Doernenburg, Emil.** Sturm und stille; gedichte. N. Y., Internat. News Co. [83 Duane St.] '16 c. 80 p. por. 12° \$1.25

**Draper Collection of Manuscripts.** Frontier advance on the upper Ohio, 1778-1779; ed. with an introd. and notes by L: Phelps Kellogg. Madison, Wis., Wis. Hist. Soc. '16 c. 509 p. il. pls. pors. facsm. fold. map O (Collections) \$1.50

**Dudley, W: Alfr.** Finance and life insurance; a hand book of tabs. and formulae, with rules and explanations, for the use of lawyers, brokers, bankers, insurance men and others. [Mexico, Mo., Mo. Pr. and Pub.] [c. '16] 227 p. 8° \$5

**Dunsany, E: J: Moreton Drax Plunkett, Lord.** A dreamer's tales. Bost., Luce [212 Summer St.]. ['16] 9+252 p. il. 12° \$1.50 n.

Gods of Pegana. Bost., Luce. ['16] 94 p. il. 12° \$1.50 n.

- Emerson, Alice B.** Ruth Fielding and the gypsies; or, the missing pearl necklace. N. Y., Cupples & Leon [449 Fourth Ave.] [c. '15] 204 p. front. 12° 40 c.
- Fay, Sidney Bradshaw.** The Hohenzollern household and administration in the sixteenth century. Chapters 1, 2. Northampton, Mass., Smith Coll., Dept. of Hist. ['16] 64 p. (bibls.) O (Studies in history) pap. 50 c.
- Feipel, L: N.** Elements of bibliography. Published for the Bibliographical Society of America. Chic., Univ. of Chic. ['16 c.] 37 p. O pap. 50 c.
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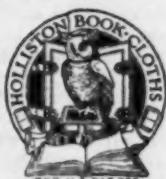
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**C. S. Hammond & Co.**, Sales Depart., 30 Church St., Offices and Works, 22 Thames St., New York. Engraving, printing and mounting.

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**B. W. Huebsch**, 255 Fifth Ave., New York. Annual and Perpetual YEAR Books. A popular diary.

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**Wayne Publishing Co., Inc.**, 153 W. 44th St., New York. The Gentle Giant, children poems, Anna Bird Stewart, Dugald Stewart Walker, illustrator. Real literature; splendid birthday gift. \$1 net. Sure sale co-operative plan; write to-day.

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**Directory of Booksellers** (3,200) in U. S. and Canada. Directory of Book Publishers in the U. S.; a list of 2,100 Private Collectors of Books, all three up to date and in one vol., \$5.00. PUBLISHERS' WEEKLY, 241 W. 37th St., New York.

**FOREIGN AND SPECIAL BOOKS**

**American-Scandinavian Foundation**, 25 W. 45th St., N. Y. Trans. Danish, Swedish, Norwegian.

**William Helburn, Inc.**, 418 Madison Ave., N. Y. Importers and Publishers of Architectural and Art Industrial Books.

**International News Company**, 83 and 85 Duane St., New York. Importers of German, French and English Books and Periodicals.

**William R. Jenkins Co.**, Sixth Ave. at 48th St., New York. French, German, Italian, Spanish and other foreign books. Veterinary and Medical books. Books concerning all Domestic Animals.

**Lemcke & Buechner**, 32 West 27th St., New York. All foreign books and periodicals.

**Scandinavian Books Exclusively**. Albert Bonnier Publishing House, 561 Third Ave., New York.

**G. E. Stechert & Co. (Alfred Hafner)**, 151-155 West 25th St., New York. Books and Periodicals.

**E. Steiger & Co.**, 49 Murray St., N. Y., carry the largest stock of German publications in all departments. Books for learning 250 languages. Prompt importation of books and periodicals from all countries.

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**The Boston Book Co.**, Boston, Mass. Complete files and back numbers of magazines.

**Back vols.** and nos. of magazines supplied. Philadelphia Magazine Depot, 326 N. 10th St., Philadelphia, Pa.

**We buy and sell periodicals**—numbers, volumes and sets. H. W. Wilson Co., White Plains, N. Y.

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**BOOKS WANTED**

**Allen Book and Printing Co., 454-456 Fulton St., Troy, N. Y.**

I. C. S. Reference Library, Foundry Work.  
Journals, Dorothy Wordsworth.  
Fabian Tracts, any numbers.  
Fabian Essays, first issue.  
Tom Sawyer, early edition or first edition.  
Wells of Baca, American tract.

**American Baptist Publication Society, St. Louis, Mo.**  
Encyclopedia of Religious Knowledge, Brown, issued by the Publication Society, but now out of print.

**American Board of Commissioners for Foreign Missions, Boston, Mass.**

Hughes, Dictionary of Islam, W. Hallem & Co., London, 1885.

**American News Co., 9 Park Pl., New York.**  
Economic Prices, Edw. D. Jones.

**Antique Book Store, 435 Superior St., Toledo, O.**  
Eternal Sonship, Trefry.  
De Hudson, great work on Hypnotism and Spiritualism.

Anything practical on science of mind-reading.

**William M. Bains, 1213-15 Market St., Philadelphia.**  
Fullerton, Conception of the Infinite, J. B. Lippincott.

Phillpotts, The River, 3 copies.

Whistler, Gentle Art Making Enemies.

Ferrier's Inheritance.

Ferrier's Marriage.

Ferrier's Destiny.

Letters from India, Hon. Emily Eden, London.  
Archer, William, Poets of the Younger Generation, 1901.

Sharp, Evelyn, At the Rilton Arms, 1895.  
Ollendorff, H. G., New Method of Learning to Read, Write and Speak the Italian Language.

Flaubert, Madam Bovary, 1905.

Eugene Sue, Le Juif Errant, Paris.

Selecman, E. H., Specialty Salesman, 1909.

Mantegazza, Paolo, L'amore degli Uomini.

Gautier, T., Four Testnius, translation.

Dos Passos, John R., Inter-state Commerce Act, 1887.

Watson, Bishop, An Apology for the Bible.

Collins, The Faculty of Speech, 1898.

James, Henry, Bostonians, 1886.

Tweedie, Alva, My Tablecloths, 1916.

Brumbaugh, M. G., Educational Struggle in Colonial Pennsylvania, 1898.

**The Baker & Taylor Co., 354 Fourth Av., New York.**

Sturgis, History of Architecture, D. P. & Co., vol. 1.

**Baptist Book Concern, 650 S. 4th St., Louisville, Ky.**

Gladstone, Vaticanism.

Schaff, Creeds of Christendom.

Schaff-Herzog Encyclopaedia.

Hastings, Great Texts of the Bible.

**C. H. Barr, Lancaster, Pa.**

History of Berks County in Revolution, Montgomery.  
Hanna, Scotch-Irish Pictures.

**N. J. Bartlett & Co., 28 Cornhill, Boston, Mass.**

Cox, Greek Statesmen.

Von Blowitz, Memoirs.

Tyler, Primitive Culture.

Dean, Memoirs of Rev. Nathaniel, Albany, 1851.

The Portuguese Dictionary, 1831-34.

Proceedings of Folk Lore Society.

Proceedings Congress of Religions.

East of the White Hills, Eastman.

Ethan Crawford's Life.

Whitaker's Anatomy of Brain and Spinal Cord.

Dexter, Story of Pilgrims, 1894.

Hard-a-lee and His Yacht, 1855.

Legends of Vancouver, Pauline Johnson.

Villa Claudia, J. A. Mitchell.

Hours with the Mystics, Vaughan.

Life of John Tanter.

**Henry H. Beidleman, 74 Cortlandt St., New York.**

Hartigan, The Irish in the American Revolution.

Iukin, J., The Young Mechanic.

McMaster, The Venezuelan Dispute.

Morris, Washington, Lincoln and the American Flag.

Paul, True Stories from French History.

**Bell Bk. & Sta. Co., 914 E. Main St., Richmond, Va.**  
Maury, M. F., Physical Geography of the Sea, New York, 1859, Harper.

**Frank Bender, 128 Fourth Ave., New York.**

A Social Departure, author unknown.  
Lord Chesterfield's Letters to His Son, in fine binding.

The Philistine, any vols. previous to vol. II.

Count Okuma, Fifty Years in Japan, 2 vols.

Memoirs of Richelieu.

Service, R. W., The Spell of the Yukon.

Service, R. W., Ballads of a Cheechako.

Service, R. W., Rhymes of a Sour Dough, good second-hand.

Took, History of Prices.

**Boston Book Co., 83-91 Francis St., Boston, Mass.**

Tuckerman, History of Prose Fiction, N. Y., 1900.  
Lanier, English Novel, N. Y., 1900.  
Herford, Literary Relation of England and Germany in Sixteenth Century, 1886.

**Charles L. Bowman & Co., 225 5th Av., New York.**

Graveyard Flower, Hillern.

Haggard, Ayshea the Return of She.

Henry, Last Leaf.

White, From the Valley of the Missing.  
The Rise and Fall of the Southern Confederacy, Jefferson Davis.

**Brentano's, 5th Av. and 27th St., New York.**

Gordon, Diplomat's Diary.

Mallock, Romance of the Nineteenth Century.

Genealogy of the Schuyler Family, 2 vols.

Riley, When Hearts Beat Young.

Charm of Gardens.

Biography of Philip Sydney, H. R. Fox Bourne.

Haggard, Ayesha, the Return of She.

Haggard, Lady of Blossholm.

Science at Home, T. B. Russell.

Pictorial History of Napoleon, pub. by McClure.

Sportsman Primer, N. Crowell.

Fables of the Elite, D. Dix.

Manassas.

A Life History of George B. Crane by himself.

Report upon N. Y. Water Supply, John R. Freeman.

U. S. Before Europe, Count de Gasparin.

Hearts Are Trumps, Otis.

Life and Letters of Stonewall Jackson, Jackson.

Leadbeater, Man Visible and Invisible.

Busch's Bismarck, Macmillan, 1898.

Art in France in Arns Una Serie, pub. Scribner.

Halford's Dry Fly Fishing in Theory and Practice.

Sir Percival, Shorthouse.

Goethe's Faust, trans. by Brooks, pub. about 1860.

Dancing and Dances of To-day, Coffin.

Anstey, Brass Bottle.

Light of Her Countenance, Boyesen.

The Brontes and Their Circle, Shorter and Nicoll.

Artistic Cookery, Ubain Du Rois.

Book of Preserves, Gouffe.

White Hyacinth, Elbert Hubbard.

Magazine Verse Anthology, 1913.

Ordered Out of China, Chamberlain.

Pets, pub. Doubleday, Page & Co.

Mrs. Brookfield and Her Circle, 2 vols.

Morris Schaff Etna and Kirkersville.

Words, Their Use and Abuse, Mathews.

Moran of the Lady Letty, F. Norris.

American Glassware, Old and New, E. A. Barber.

Fancy Water Fowl, Frank Finn.

Ornamental Water Fowl and Practical Manual of Acclimatization of Swimming Birds, Hon. Rose Hubbard.

Bartholomew's Prices Infinitesimal Calculus, ed. of 1857, vol. I; ed. of 1865, vol. W.

Greenbell's Elliptic Functions, latest ed.

Seventeenth Century Anthology, ed. by Alice Meynell.

Social Forces in German Literature, Kuno Francke.

Old Houses of Ancient Town of Norwich.

Retrospective Review, vol. I, London, 1820.

Expulsion of the Jews from England, 1290, B. L. Abrahams.

Brewer's Orthometry.

The Ebbing of the Tide, Deland.

Symon's London Nights.

British Who's Who.

All British Reports of the Advisory Committee on Aeronautics Beginning 1911-1912.

**BOOKS WANTED—Continued.****Brentano's—Continued.**

Field of Honor, Korlenko.  
 The Vagrant and Other Tales, Korlenko.  
 The Blind Musician, Korlenko.  
 The Two Moods, Korlenko.  
 A History of the Jews of England, Hyamson.  
 Simon de Montfort and His Cause, ed. by W. H. Hulton.  
 Pamphlet Legal Suffering of the Jews in Russia, Lucien Wolfe.  
 Select Pleas, Starrs and Records of the Jewish Exchequer, ed. by J. R. M. Rigg.  
 St. William of Norwich, A. Jessop and James.  
 Deafness and Cheerfulness, A. W. Jackson.  
 Golden Fleece, Phillips.  
 A Keeper of Royal Secrets, Jean Harmand.  
 The Pearl of Princesses, Noel Williams.  
 Flames, Hichens.  
 My Uncle Benjamin.  
 Negro Myths from the Georgia Coast, Chas. Jones.  
 Gardens Old and New, vol. 2.  
 Webbing's Peggy, Boundry House.  
 The Union Spy, play.  
 Why Not? Storer.  
 Bread and Circuses, Eden.  
 Letters of Irving to Brevoort, 2 vols.  
 In His Steps, Sheldon.  
 Gates of Life, Stoker.  
 Stoker's Mystery of the Sea.  
 Witter Bynner's New World.  
 Reminiscences of Colenag and Southey, Cottle.  
 Maruja, 1891, ed. by Bret Harte.  
 Books and Personalities, H. W. Nevison.  
 Booknotes by the Daughter of Mathew.  
 Goodby, Sweetheart, Broughton.  
 The Fan, Innes.  
 Crimson Azaleas, Stacpoole.  
 Author of Beltraffio, James.  
 Tropical Tales, Wyllarde.  
 Precious Stones, Bauer.  
 Book of Pity and Death, Pierre Loti.  
 Phantom from the East, Pierre Loti.  
 From Sands of Exile, Pierre Loti.  
 Between Two Opinions, Pierre Loti.  
 Life of Leonardo da Vinci.  
 Pools of Silence, Stacpoole.  
 Disciple, Bourget.  
 Reminiscences, 3 vols., Carl Schurz.  
 Boomerang, Bill Nye.  
 Chimes from a Jester's Bell, Burdette.  
 Geo. Lunt's Origin of the War Between the States.  
 Fortunata, Marjorie Patterson.  
 Latest ed. of Baedeker's United States, ed. 1909.  
 Man Who Understood Women, Merrick.  
 Banzai.  
 William Millar's Plastering, Plain and Decorative.  
 Power's Handy Dictionary of Prose Quotations, handy volume ed., limp leather.  
 Edith Talbot's Samuel Chapman Armstrong, a Biographical Study.  
 Life and Works of Alexander Anderson.  
 Knight's Letters of the Wadsworth Family.  
 Circular Staircase, Rinehart.  
 The Development of Modern Art, 2 vols., Meier-Graefe.  
 Palmer on the Airedale.  
 Jowett on the Airedale.  
 Golden Fleece, Phillips.  
 Tod Sloan, Told by Himself.  
 Muir's Story of Chemical Elements.  
 Human Origins, Laing.  
 Christianity in China, Meekie.  
 Pietro Ghisleri, Crawford.  
 James Baker's Austria, Her People and Their Homes.  
 Rubaiyat of Omar Cayenne, Gellett Burgess.  
 Beautiful White Devil, Boothby.  
 From Lands of Exile, Pierre Loti.  
 Little Women, Alcott, 1880 ed. or later.  
 A Few Remarks, Ford.  
 Field's Chronostrophy.  
 Madame Mesange, F. Berkeley Smith.  
 Marie Claire, Andoux.  
 Baroness Orczy's Unto Caesar.  
 Religions of Authority and Religion of the Spirit, Sabatier.  
 Message of the Apocalyptic Writers, Porter.  
 John Stuart Mill's Autobiography.

**Brentano's—Continued.**

A Fool in Spots, Rives, first ed.  
 General Management of Canaries, Wallace.  
 The Blind Musician, Karlenka.  
 The Dumpy Books, Wickham.  
 Gypsy Trail, Westbrooke.  
**The Brick Row Print and Book Shop, Inc., 104 High St., New Haven, Ct.**  
 Henry James, Madonna of the Future, first ed.  
 Cooper, The Chainbearer, Townsend ed., 1859.  
 Brinton, Modern Artists.  
 The Voyage of the Good Ship Bounty, pub. in New Bedford.  
**Bridgman's Book Shop, 108 Main St., Northampton, Mass.**  
 Sparrowgrass Papers, Frederic Coffen.  
**Albert Britnell, 263-265 Yonge St., Toronto, Can.**  
 [Cash.]  
 Johnson, The Russian Ballet, illustrated by Bull, Houghton Mifflin Co.; must be clean copy.  
**Brooklyn Museum, Eastern Parkway, Brooklyn, N. Y.**  
 Boston Museum of Fine Arts.  
 Catalog of American Silver.  
 Reeves, Brown Men and Women.  
 Country Life in America, vols. 25-27.  
**W. H. Broomhall & Co., Stockport, O.**  
 Plays, J. M. Synge.  
 Common Birds of Town and Country.  
 Scott's Worthies, religious book.  
 Books by John Burroughs.  
 Bird Lore, volumes or numbers.  
**M. Buck, 1720 Sansom St., Philadelphia.**  
 Priapeia, complete English translation, 1888.  
 Jowett's Plato, Oxford.  
 Greek Anthology, Macgregor.  
**David Buel, Columbus, O.**  
 The Earth and Its Story, Heilperin (geology).  
 Tolstoi's Napoleon and the Russian Campaign.  
 Short Ballot Principles, R. S. Childs.  
 History of Great American Fortunes, Gustavus Myers.  
**Burnham Antique Bookstore, 54-56 Cornhill, Boston, Mass.**  
 [Cash.]  
 A History of Champagne, Henry Vizetelly, pub. Henry Sothern Co., London, 1882.  
**Cadmus Book Shop, 150 W. 34th St., New York.**  
 Burke's Works, vol. 7, green cloth, Boston, about 1880.  
 Schoolcraft's Indians, vol. 2 only.  
**D. A. Callahan, 164 S. Main St., Salt Lake City, Utah.**  
 Urania, Flammarion.  
 Rahill's Corporation Accounting and Corporation Law.  
 American Journal of Mining for March 21, 1868.  
**W. A. Callanan, 346 Broadway, New York.** [Cash.]  
 Raphael's Ephemeris, any year.  
 Dalton's Houses.  
**Campion & Co., 1316 Walnut St., Philadelphia.**  
 America Before Europe, Gasparin.  
 Queen at Bay.  
 Romance of Bayard, Haggard.  
**Cannell Smith Chaffin Company, 720 W. 7th St., Los Angeles, Cal.**  
 Heine's Works, Dusseldorf ed.  
**Carson, Pirie, Scott & Co., Retail Book Section, Chicago, Ill.**  
 Master Stair, Margaret Bowen, pub. Doubleday, Page, day, Page & Co.  
**C. N. Caspar Co., 454 E. Water, Milwaukee, Wis.**  
 Martha Washington Cook Book, Neely.  
 Stackelberg, La Femme et la Revolution.  
**John J. Cass, 337 Adams St., Brooklyn, N. Y.**  
 Elbert Hubbard, Time and Chance, vol. 1.  
 Lanman, In the Wilds, vol. 1.

## BOOKS WANTED—Continued

## J. J. Cass—Continued.

Watts' Chemical Dictionary, odd volumes.  
 Genealogies, Strong or Savage, any volumes.  
 Allegheny County, Pa., vol. 1.  
**George M. Chandler**, 75 E. Van Buren St., Chicago.  
 Taylor, H. C., Two Women and a Fool, with 8 plates by Gibson.  
 Game of Authors, with quotation from each author.  
 De Maupassant, 17 vols., de luxe ed.  
 Burton's Arabian Nights, Denver ed., 16 volumes.  
 Horace, translated by Martin.  
 Catullus, translated by Burton.  
 Burton, Lady, Life in Smyrna, Holy Land, etc.  
 Carlyle, French Revolution, 2 vols., illus. by Sullivan.  
 Rooses, Dutch Painters, vol. 1, or complete set, 4 volumes.  
 Fulcher, Life of Gainsborough, about 1856.  
 Field, Indian Bibliography.  
 Rousseau, Confessions, 4 volumes.  
 Karslake, Book Auction Records, 1902 to 1906 inclusive.  
 Encyclopædia Britannica, 29 volumes, Cambridge ed.  
 Kelmscott, Chaucer.  
 Mark Twain, Hillcrest ed., binding set, 25 volumes.  
 Prescott, Montezuma ed., binding set.  
 English Catalog of Books, 1914.  
 Borrow, Bible in Spain, 3 vols., first ed., 1843.  
 Decameron, Riggs translation, 2 vols. or any good ed.  
 Jefferson, Book About Doctors, 2 volumes; any other literary works about doctors.  
 Rabelais, 2 volumes, Lawrence & Bullen, or any other good eds.  
 Taylor, H. C., With Edged Tools, 1891.  
**The Chapman Society, Inc.**, 148 E. 32d St., N. Y.  
 Encyclopædia Britannica, 11th ed.  
 Book of Knowledge.  
**Arthur H. Clark Co.**, Caxton Bldg., Cleveland, O.  
 Uncle Tom's Cabin, any eds.; give pub., place and date.  
*Mining Magazine*, ed. Tenney, vol. 10.  
 Kent, Recovery of Original Texts.  
 Turner, Treatise on Bookkeeping by Double Entry, 1804.  
 Amer. Hist. Assn. Ann. Repts., 1889-1894, 1897, 1900, vol. 2; 1905, vol. 2; 1904-07, 1908, vol. 2; 1909 to date.  
*North Amer. Review*, vols. 1-142, 144, 145, 152 to end.  
*Astrophysical Journal*, vol. 9, nos. 2, 3; vol. 12, no. 5.  
 Goodnow, Municipal Problems.  
 Fairlie, Local Govt. in Counties, Towns, etc.  
 Financial History of Wisconsin.  
 Plehn, Introduction to Public Finance.  
 Fairlie, Essays in Municipal Administration.  
 Hamilton, Treatise on Law of Taxation by Special Assessments.  
 Bastable, Public Finance, 3d ed.  
 Bullock, Selected Readings in Public Finance.  
 Ely, Taxation in Amer. States and Cities.  
 Mears, Methods of Taxation.  
 Wells, Theory and Practice of Taxation.  
 Fairlie Report on Taxation and Revenue System of Illinois.  
 Shields, Single Tax Exposed, 5th ed.  
 Lowrie, The Budget.  
 Bourne, Philippine Islands.  
 Pigafetta, Magellan's Voyage Around World, 3 vols.  
 Audubon, Western Journal.  
 Pittman, European Settlements on Mississippi.  
**The John Clark Co.**, 1486 W. 25th St., Cleveland, O.  
 American Book Prices Current, complete set or any volumes.  
 Bryant, What I Saw in California.  
 Dickinson, Emily, Poems, first series, first ed.  
 Garrard's Wah-to-yah and the Taos Trail.  
 Gavin, History of Popery.  
 Gavin's The Great Red Dragon.  
 Hugo's complete works.  
 Ingersoll, Fears for Democracy.  
 Johnson, Fanny, Silver Wings and Other Poems, first ed.  
 King, Grace E., Jean Baptiste Lemoine, Sier de Bienville, first ed.  
 King, Grace E., Monsieur Motte, first ed.

## John Clark Co.—Continued.

King, Grace E., Tales of a Time and Place, first ed.  
 King, Grace E., Balcony Stories, first ed.  
*Magazine of Western History*, volume 11 to the end.  
 Jesuit Relations, complete set.

**Clark Boardman Co., Ltd.**, 6 Church St., New York.

Abbott's Form of Pleadings, vol. 1, 1898.  
 Daly's Common Pleas Reports, vols. 2 and 14.  
 N. Y. Civil Procedure Reports, vols. 34 and 39.  
 N. Y. City Court Reports, 2 volumes.  
 Moore on Arbitrations, 6 volumes.  
 Hun's New York Reports, vols. 13 and 41 to 48.  
 Curtis, U. S. Decisions, vol. 1.

**W. B. Clarke Co.**, 26-28 Tremont St., Boston, Mass.

Ridpath's History of World, 9 volumes.  
 Willis, Pencilings by the Way.  
 Lena, The Silent Woman, or Cecil.  
 A Week Away from Time.  
 Dunallan.

**Cole Book Co.**, 85 Whitehall St., Atlanta, Ga.  
 The Rejected Wife, an old book, in which Benedict Arnold is the main character.

**Colesworthy's Book Store**, 66 Cornhill, Boston, Mass.  
 White Mountain Trails, Packard.  
 The Constellations, Francis Rallston.

**Colonial Society**, Box 343, Richmond, Va. [Cash.]

Allen, Army of Northern Virginia.  
 Allen, Campaigns of Jackson.  
 Brown, Genesis of U. S., or odd volumes.  
 Brown, Cabells and Their Kin.  
 Burk, History of Virginia, or odd volumes.  
 Goode, Virginia Cousins.  
 Hening's Statutes, or odd volumes.  
 Howison, Criminal Trials, pamphlet.  
 Luff, Postage Stamps of United States.  
 Mock Auction, 1860.  
 Schouler, History United States, 4 volumes.  
 Stith, History of Virginia, first ed. preferred.  
 Travels of a Doctor, 1871.  
 Virginia Historical Society, imprints before 1860.  
 Wilson, Ornithology, 2 volumes.  
 Writings of William Byrd.

**Columbia Univ. Press Bookstore**, 2960 Broadway, N. Y.  
 Haggard, Allen, The Hunter.

**Irving S. Colwell**, 99 Genesee St., Auburn, N. Y.  
 Dumas, complete sets.  
 Harvard Classics.

**Conder's Bookstore**, 366 5th Av., New York.  
 Dobson's Thomas Bewick and His Pupils.  
 Reynold's Works other than *Mysteries of London*.  
 Rietstap's Armorial General.  
 Siebmacher's Wappenbuch, odd parts.  
 Cleland's Surprises of Love, 1765.  
 Mrs. Maxwell Scott's Abbotsford and Its Treasures.  
 Caroline Ticknor's Dr. Holmes, Boston, 1915.  
 Plumer's Life of Daniel Webster.  
 Granger's Index to Poetry and Recitations.  
 Matthews' American Armoury and Blue Book, 1902, 1904, 1905, 1906.  
 Hakluyt Society's Bernal Diaz del Castillo.  
 Zola's Madeleine Ferat, Vizetelly's ed.  
 Jennings' Family Genealogy.  
 Rachel Plummer's Narrative of Captivity with Indians.  
 Genealogy of the Carruthers Family.

**Cox Book Co.**, 47 W. 125th St., New York.  
 Good Counsel from Hindoo.  
 Book of Knowledge.

**R. W. Crothers**, 122 E. 19th St., New York.  
 [Cash.]  
 Ouida's Moths.

**Jeremiah F. Cullen**, 15 S. 9th St., Philadelphia, Pa.  
 Margurite and Waldemer, a Tale of the Early Swedes, Conway.  
 Americans of Gentle Birth and Their Ancestors, Mrs. H. D. Pittman, 2 volumes.

**Davis Bookstore**, 47 Vesey St., New York.  
 Imperialism, J. A. Hobson.  
 Odd vols. of Book of Knowledge, blue buckram.

## BOOKS WANTED—Continued.

**Detroit Book Shop, 326 Hastings St., Detroit, Mich.**  
Melziner's Introduction to the Talmud.  
Anything about the Talmud.

**Dixie Book Shop, 42 Liberty St., New York.**  
Money, Amasa Walker.  
New York Stock Exchange Listings.  
Obsolete Securities.  
Bond Value Tables.  
Accuracy in Sampling Coal, Bailey.  
Miller on Constitution of United States.

**John B. Dorman, Polk Bldg., Des Moines, Iowa.**  
Garnett and Gosse, Illus. Record Eng. Lit., 4 volumes.  
Stedman's Library of American Lit., 11 volumes.  
Britannica Encyclopaedia, 11th ed., 29 volumes.  
The Standard Reference Work, 7 volumes.  
Larned's History for Ready Reference, 8 volumes.

**H. & W. B. Drew Co., Jacksonville, Fla.**  
Wurt's Digest Laws of Florida, 2 sets, new or second hand, latest ed.

**The Dulany-Vernay Co., 339-341 N. Charles St., Baltimore, Md.**  
Crelle's Rechonentafien.

**Daniel Dunn, 677-679 Fulton St., Brooklyn, N. Y.**  
F. Forester, Game in Its Seasons, 1853, imperfect.  
Cooper, Townsend ed.  
Heidenmanner, Wallingford.

**E. P. Dutton & Co., 681 5th Av., New York.**  
Allen, Grant, Great Taboo.  
Bakunin, God and the State.  
Balzac, Droll Stories, Chatto and Windus, 1874.  
Burleigh, Two Campaigns: Madagascar and Ashantee.  
Chambers, Robert E., The King in Yellow.  
Chesterfield, Letters, vol. 3, Bentley, 1845.  
Findlay, Big Game Shooting and Travel in South and East Africa.  
Goggin, J., Among the Man-Eaters.  
Hamilton, The Federalist, early and first eds., Putnam.  
Hindlip, Lord, Sport and Travel Abyssinia and British East Africa.  
Hull, John, Diaries of John Hull, American Antiquarian Society.  
Johnson, T. Broadwood, Tramps Round the Mountains of the Moon and Through the Back Gate of Congo State.  
MacGregor, Toil and Travel.  
Major, Jack, On the Congo Frontier.  
Maude, Col. E., Oriental Campaigns and European Furloughs.

Mellodew, Henry, Sport and Travel Papers.  
Middleton, History of the Life of Cicero, 1847.  
Oman, The Mystics, Ascetics and Saints of India.  
Praed, Mrs. Campbell, My Australian Girlhood.  
Rodway, James, In the Guiana Forest, McClurg.  
Sanborn, Kate, Old and Nice Wall Papers.  
Savage South Seas, The, Macmillan.  
Scully, W. C., Reminiscences of a South African Pioneer.  
Symonds, Arthur, Omitted Poems of Arthur Symonds.  
Underwood, Iron Muse.  
Van Vorst, Sentimental Adventures of Jimmy Bulstrode.  
Van Wagener, Government Ownership of Railroads, Putnam.  
Wilds of Florida.

**Eau Claire Book & Stationery Company, Eau Claire, Wis.**  
Encyclopedia Britannica, 11th ed., thick paper, any binding.

**Emery, Bird, Thayer Co., 25 Madison Av., N. Y.**  
Biography of Oscar Wilde, Ransom.

**Geo. Engelke, 355 N. Clark St., Chicago.**  
Tran and Tranians, Y. Mirza.  
Homo Sapiens, St. Przybyszewski.  
How to Heal, G. E. Burnell.

**H. W. Fisher & Co., Philadelphia.**  
Catherine de Medici, E. Sichel, Dutton.  
Dead Man's Rock, Quiller-Couch.  
Giant's Ruby, Little, B.

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Knapp, Zephaniah (of Scranton), The Leather Shirt.

**The Free Public Library of Newark, N. J.**  
Saunders, One Thousand Gems of Genius in Poetry and Art, Ward Pub. Co., Indianapolis.

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Valentine's Manual, 1843-4 and 1849, cloth.

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Dowson, E., Decorations.  
Eddy, Mrs., Science and Health, first ed.  
Hudson, W. H., Books by.  
James, H., The Bostonians, London, 1886.  
Lancaster, Historic Virginia Homes.  
Stevenson, R. L., The Black Arrow, 1888.  
Wanderings of Aloha.  
Winthrop, T., Canoe and Saddle, Boston, 1863.

**Gittman's Book Shop, 375 King St., Charleston, S. C.**  
Book of Knowledge, set.  
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Abbott, Jacob, Up the River.  
Abbott, Jacob, Selling Lucky.

American Art Annual, vol. 2 to vol. 5, 1913, incl.  
Ancestral Records and Reports, comp. Grafton Press, New York.

Art and Archaeology, vol. 3, 1915, Nos. 1, 2, 4.  
Art and Decoration, vols. 1, 2, 3, 4 complete; vol. 5, Nos. 1-5 inclusive, 7, 8.

Bell, C. H., Biographical Sketches N. H. Lawyers.  
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Booth, W. S., Guide for Authors, latest ed.  
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Bryan, Dict. Artist, 4 volumes, latest ed.  
Bureau Ethnology, Annual Report, No. 25.  
Fellows, John, Veil Removed; Reflections on Humphrey's Essay on I. Putnam, N. Y., 1843.

Freeman, Cape Cod, 2 volumes.  
Frost, John, Pictorial Book Commodore, N. Y., 1845.

Fuller, George, Life, 1886.  
Hodgetts, E. A. B., Glorious Russia, Its Life, etc., Boston.

Hyslop, J., Hume's Treatise of Morals, Boston, 1893.  
N. H. Hist. Soc. Coll., vol. 4.

New Haven Coll. Records, Hoadley, 2 volumes.  
N. Y. Gen. and Biog. Record, vol. 7, No. 1; 22 entire; vol. 23, No. 4.

N. Y. Hist. Soc. Coll. Pub. Fund Ser., vols. 7, 21, 24-28, 31-34, 37.

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Onondaga Co., History of, Syracuse, 1878.

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Clarkson, Abolition of the British Slave Trade.  
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The Defence of Warner Mifflin, Philadelphia, 1796.  
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Eddy, Christian Science vs. Pentheism, Concord, 1898.

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Rockstro, R. S., Treatise on the Flute, London, 1880.

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Musical Quarterly, vol. 1, no. 1, January, 1915.

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Omar Khayyam, Rubaiyat, illustrated by Herbert Cole,  
London and N. Y., John Lane, 1901.  
Omar Khayyam, Rubaiyat, illustrated by Vedder, folio  
ed de luxe, on Japanese vellum, Boston, 1884.  
Omar Khayyam, Rubaiyat, ed. by Dole, illustrated by  
James and Garrett, Boston, 1899.  
Omar Khayyam, Rubaiyat, with drawings by Florence  
Lundborg, N. Y., 1902.  
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Omar Khayyam, Rubaiyat, with 14 illustrations by  
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**The Lutheran Publication Society, 150 Nassau St.,  
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Encyclopaedia of Nottingham, pub. Nottingham, Eng.  
Lucille.  
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Gribble, Francis, Story of Alpine Climbing, '04.  
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American Charters, Constitutions and Organic Laws,  
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Ananga-Ranga.  
*Atlantic Monthly*, April 16, 1913.  
The Author's Digest, 20 vols., Authors' Press.  
Baldwin, Hot Water Heating and Plumbing.  
A de Barente and Miret, School of Madrid, 2 copies.  
Battersby, The Avenging Hour.  
Bayer, C. J., Studies of Life and Its Variation, Ogilvie Co.  
Luther Burbank, His Methods and Discoveries, Their  
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Burgh, Art of Speaking, London, 1762, ill.  
Burgundy, The Splendid Duchy, Percy Allen, ill.,  
Nash.  
Child, English and Scottish Popular Ballads, 5 vols.,  
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Annual Report of the Bureau of Ethnology, J. W.  
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Landscape for Beginners, Cassel.  
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Post, Old Streets, Roads, Lane, etc., of the City of New York, 1882.  
Rivers, Early History of South Carolina, Charleston, 1856.  
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Tennyson, Remains of Bacon.  
*Edinburgh Review*, July, 1913.
- George M. Millard, 1651 Huntington Drive, South Pasadena, Cal.**  
Helen Hunt Jackson, Ramona, 1st ed., 1884.  
Irving, Bracebridge Hall, 1st ed., N. Y., 1822.  
Irving, Tales of a Traveller, 1st ed., N. Y., 1824.  
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American Prohibition Year Book, 1911.  
*Outlook*, Aug. 5, 1911.
- D. L. Passavant, Zelienople, Pa.**  
Stone, American Border Wars, vol. 2.  
Camehl, Blue China Book.  
Spaulding, Annals Kansas City and Great Plains.  
Randall, History Zoar Society, 1899.  
Johnston, B. F., Old Swimmin' Hole, 1883.
- The Perine Book Co., 1413 University Av., S. E., Minneapolis, Minn.**  
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*Educational Review*, vol. 9, no. 2; vol. 10, no. 1.  
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*Niles' Weekly Register*, vol. 41, Baltimore, 1831-32.  
 American Book Prices Current, 1911.  
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*Commercial Financial Chronicle*, Jan., 1906, to May, 1913.  
*Journal Experimental Medicine*, vols. 1-16, 18, no. 1; vol. 23, no. 1.  
*Jl. Nervous Mental Diseases*, vols. 27-36, 1900-1909.  
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## Reference List of New Publications

Recorded in DECEMBER, 1916

This Reference List includes and classifies all books entered in the annotated Weekly Record during the past month, together with additional titles not therein listed, covering law and medicine, many government documents, university publications, pamphlets, and books of limited character. All works are here entered under (1) author, in Clarendon type, anonymous books having Clarendon type for the first word; (2) title in Roman; (3) subject-heading in CAPS and SMALL CAPS; (4) name of series in Italics. Under subject entries asterisks (\*) designate books previously entered in the Weekly Record, in most cases with descriptive annotation.

A colon after initial designates the most usual given name, as: A: Augustus; B: Benjamin; C: Charles; D: David; E: Edward; F: Frederick; G: George; H: Henry; I: Isaac; J: John; L: Louis; N: Nicholas; P: Peter; R: Richard; S: Samuel; T: Thomas; W: William.

For books received sizes are given in caps, Q, O, D, etc.; for books not received sizes are given in Roman numerals, 4°, 8°, 12°, etc. Prices are added except when not supplied by publisher or obtainable only on specific request. Where not specified the binding is cloth.

Those desiring to learn the entire publishing output of the month in any one field should look under one of the following MAIN HEADINGS:

PHILOSOPHY	MEDICINE	LITERATURE
RELIGION AND THEOLOGY	AGRICULTURE	POETRY
SOCIOLOGY	HOUSEHOLD ECONOMICS	DRAMA
LAW	BUSINESS	FICTION
EDUCATION	ENGINEERING, TECHNOLOGY	BIOGRAPHY
PHILOLOGY	FINE ARTS	GEOGRAPHY AND TRAVEL
SCIENCE	GAMES, SPORTS, AMUSEMENTS	HISTORY

Besides the titles listed under each of these headings cross reference is made from each to a limited number of cognate headings which collectively give all the new publications of the month in the given subject or group of subjects.

Inquirers looking for books on a specific topic should look under the general subject to which that topic belongs, i. e., GEOLOGY rather than SILURIAN PERIOD; MATHEMATICS rather than CALCULUS; ECONOMICS rather than WAGES. Books regarding specific Religious denominations, countries and persons, however, should still be sought for under their individual names.

- Abdominal injuries. Morison, R. \$1 n. Oxford Univ.
- About Harriet. Hunt, C. W. \$1.25 n. Houghton Mifflin
- Ackley, Buel Clifford. Dewitt Clinton Ackley, Clarrissa Woodworth Ackley; their ancestors and descendants. [Limited ed.] Seattle [The author, 646 Central Bldg.] '15 27 p. pors. coat of arms 8° \$2
- Action of manganese under acid and neutral soil conditions. Skinner, J. J.: Gov. Pr. Off.
- Adams, Estella. Pioneer life; for little children. Indianapolis, Bobbs-Merrill. c. 69 p. il. D 60 c. n.
- Adenoids and tonsils. Coolidge, A. 50 c. n. Harvard Univ.
- ADVERTISING Dench, E. A. Advertising by motion pictures. \$1.50 Standard Pub.
- Advocate (The). Lynch, J: F. \$1.50 G. D. Loring
- AERONAUTICS \*Loening, G. C. Military aeroplanes. \$4.75 G. C. Loening
- Thomas, O. W. Instructions in aviation for beginners. Thomas School of Aviation
- Aesop. Aesop's fables; with 100 il. [part col.] by F. Opper. Phil., Lippincott. c. 318 p. O \$1.50 n.
- African Methodist Episcopal Church. Hymnal, adapted to the doctrines and usages of the Church. Rev. and enl. ed. Phila., A. M. E. Book Concern. c. 543+52 p. 24° 45 c.
- Agatston, Sigmund Arth. Clinical pediatrics. [N. Y., J. J. Little & Ives Co.] c. 296 p. 12° \$1
- Mother's guide in the care of her children. [N. Y., J. J. Little & Ives Co.] c. 85 p. 12° 50 c.
- Agnew, Paul Gough, and others. A system of remote control for an electric testing labo-
- ratory. Wash., D. C., Gov. Pr. Off. 581—597 p. il. diagrs. 4° (U. S. Bu. of Standards scientific pap. no. 291)
- Agricultural arithmetic. Shutts, G: C. 80 c. Webb Pub.
- Agricultural college. Waugh, F. A. \$1.10 O. Judd Co.
- Agricultural education in secondary schools. New York [State]. Univ. Div. of Agricultural and Industrial Education. The university
- AGRICULTURE Allison, L. J. Story of three boy trappers. 30 c. Shop of the Grier Press
- \*Atkeson, T: C. Semi-centennial history of the Patrons of Husbandry. \$1.50 O. Judd Co.
- Ayers, S: H:, and others. Cooling, hot-bottled pasteurized milk by forced air. Gov. Pr. Off.
- \*Bailey, L. H. Pruning-manual. \$2 n. Macmillan
- Ball, C. A., and Clark, J. A. Experiments with marquis wheat. Gov. Pr. Off.
- Beal, F. E. L., and others. Common birds of southeastern United States in relation to agriculture. Gov. Pr. Off.
- Boerner, E. G. Improved apparatus for determining the test weight of grain, with a standard method of making the test.—Intrinsic value of gain, cottonseed, flour, and similar products. Gov. Pr. Off.
- \*Brown, B. S. Modern fruit marketing. \$1.25 O. Judd Co.
- Burlison, W: L., and Allyn, O. M. Yields of different varieties of corn in Illinois. Univ. of Ill.
- \*Davis, E: D. Wheat dockage tables. 50 c. E: D. Davis
- Eckles, C. H:, and Warren, G: F: Dairy farming. \$1.10 n. Macmillan

- Forbes, S. A. Chinch-bug outbreak of 1910 to 1915. Univ. of Ill.
- \*Grim, J. S. Elementary agriculture. (bibls.) \$1.25 Allyn & Bacon
- Jones, J. W. Cereal experiments on the Cheyenne experiment farm, Archer, Wyo. Gov. Pr. Off.
- Kinman, C: F., and McClelland, T: B. Experiments on the supposed deterioration of varieties of vegetables in Porto Rico. Gov. Pr. Off.
- \*Leaver, J. M. Official estimator [for lumber]. \$6 Leaver Mfg. Co.
- Leighty, C. E. Culture of rye in the eastern half of the United States. Gov. Pr. Off.
- McDowell, J: C., and Walker, W. B. Farming on the cut-over lands of Michigan, Wisconsin, and Minnesota. Gov. Pr. Off.
- McMurdo, G: A. Cereal experiments at the Akron field station, Akron, Colo. Gov. Pr. Off.
- \*Moon, F: F. Book of forestry. \$1.75 n. Appleton
- More, C. T., and Dorland, C. R. Commercial handling, grading, and marketing of potatoes. Gov. Pr. Off.
- Oakley, R. A., and Westover, H. L. Commercial varieties of alfalfa. Gov. Pr. Off.
- Oregon University. School of Commerce. Dept. of Commercial and Industrial Service. Culture and manufacture of flax for fibre and seed. The university
- Potts, R. C., and White, W: Suggestions for the manufacture and marketing of creamery butter in the south. Gov. Pr. Off.
- Skinner, J. J: , and Reid, F. R. Action of manganese under acid and neutral soil conditions. Gov. Pr. Off.
- Smalley, H. R. Management of muck-land farms in northern Indiana and southern Michigan. Gov. Pr. Off.
- Snyder, T: E. "White ants" as pests in the United States and methods of preventing their damage. Gov. Pr. Off.
- Turner, H. A. Systems of renting truck farms in southwestern New Jersey. Gov. Pr. Off.
- Waggaman, W: H: , and Cullen, J: A. Recovery of potash from alunite. Gov. Pr. Off.
- Weber, F: C. Fish meal: its use as a stock and poultry food. Gov. Pr. Off.
- Westover, H. L., and Hendrick, H. B. Illustrated lecture on the production of alfalfa east of the ninety-fifth meridian. Gov. Pr. Off.
- White, W: H: Sugar-beet thrips. Gov. Pr. Off.
- \*Wilcox, E. V. Tropical agriculture. (11½ p. bibl.) \$2.50 n. Appleton
- For a complete list of the month's publications on AGRICULTURE see, besides the above:*
- DOMESTIC ANIMALS                    GARDENING  
LANDSCAPE GARDENING
- Aiken, Wa. H. The gipsy queen; cantata. N. Y., Am. Book Co. 31 p. 8° (Standard musical library ser.) pap. 20 c.
- Ainslie, Alejandro D. Business Spanish and commercial vocabulary: self teaching course. San Francisco [The author, 193 Fourth St.] c. 47 p. D pap. 25 c.
- Alas! I am a Prussian; the soliloquy of a German in America. N. Y., J. A. J. Tibbals [73 Pearl St.] c. 44 p. S bds. 60 c. n.
- Alcedo y Herrera, Dionisio de. Descripción geográfica de la real Audiencia de Quito. [N. Y.] Hispanic Soc. of America. '15 35+100 p. facsms. map 8° \$2 n.
- Alexander, Fred. W. See Schoen, Max.
- Algebraic theory of modular systems. Macaulay, F. S. \$1.10 n. Putnam
- All about inventions and discoveries. Talbot, F: A. A. \$1.50 n. Funk & W.
- Allinson, May. Dressmaking as a trade for women in Massachusetts. Wash., D. C., Gov. Pr. Off. 180 p. (9 p. bibl.) (U. S. Bu. of Labor Statistics bull. whole no. 193)
- Allison, Lyman J. The story of three boy trappers. [Chic., Shop of the Grier Press.] c. 36 p. il. 16° 30 c.
- Allyn, Orr Milton. See Burlison, W: Leonidas.
- Alston, Madeline. From the heart of the veld. N. Y., J: Lane. 253 p. D \$1.25 n.
- Alta ser. 25 c. T. S. Denison —Hare. Country boy scout.
- Altar wreath. Daley, J. G. \$1.25 T. J. Flynn & Co.
- Alte deutsche volkslieder. Müller, H., ed. \$1.50 F. C. Stechert Co.
- Altman, Harry Howard, and Hetkin, H: Leopold, comps. Pocket edition of the New York City Municipal Court code; with court rules, all amendments and decisions to date since its adoption, the names and addresses of the justices and their stenographers and the locations of the courts and their telephones. Brooklyn, N. Y., H. H. Altman c. 174 p. 32° leath. \$1
- Altsheler, Jos. Alex. The tree of Appomattox; a story of the Civil War's close; il. by C: L. Wrenn. N. Y., Appleton. c. 9+ 321 p. pls. D \$1.30 n.
- American (The) annual of photography: 1917; ed. by Percy Y. Howe. v. 31. N. Y. [G. Murphy, Inc., 57 E. 9th St.] c. 296 p. il. pls. figs. tabs. O \$1.50; pap. \$1
- American dramatists ser. \$1 n. Badger —Hyde. Captain of the host.
- American flag in prose, poetry and song. Michigan State Library, Lansing.
- The library American literature in Spain. Ferguson, J: de L. \$1.50 n.
- American manual of presswork. Oswald Publishing Co., New York. Oswald Pub.
- American Political Science Assn. Committee of Instruction. The teaching of government. N. Y., Macmillan. 14+280 p. 12° \$1.10 n.
- American Railway Engineering Assn. bulletin. \$1 The assn.
- Bureau of Railway Economics, comp. List of references on valuation of stream railroads.
- America's relation to the great war. Burgess, J: W: \$1 n. McClurg

Among industrial workers (ways and means). Young Men's Christian Assns. International Committee, Industrial Dept. 50 c.

Y. M. C. A., Internat. Committee

Ancient world, from the earliest times to 800 A. D. Betten, F. S. \$1 Allyn & Bacon

**Anderson, Isabel [Mrs. Larz Anderson].** The spell of the Hawaiian Islands and the Philippines; being an account of the historical and political conditions of our Pacific possessions, together with descriptions of the natural charm and beauty of the countries and the strange and interesting customs of their peoples. Bost., Page Co. c. 9+373 p. il. pls. (part col.) pors. fold. col. maps O (Spell ser.) \$2.50 n. bxd.

**Andrade, Manuel J.** See Whittem, Arth. F.

**Andrews, Israel Ward.** Manual of the Constitution of the United States. [Rev. ed.] N. Y., Am. Book Co. c. 375+56 p. por. 12° \$1

**Andvari's ring.** Peterson, A. \$1.25 n.

**Angus, Frances R.** Fundamentals of French; a combination of the direct and grammar methods. N. Y., Holt. c. 15+280 p. D \$1.15

**Anna Louise, Sister [originally Anna L. Goodrow].** The communion prayer book; by a sister of St. Joseph; prayers and instructions with illustrated thoughts on holy communion. [2d ed.] Chic., D. B. Hansen & Sons. c. 300 p. il. 32° 25 c.; leath. \$2

#### ANNUALS AND YEARBOOKS

\*American annual of photography: 1917. v. 31. \$1.50; \$1 G. Murphy Inc.

\*Living church annual and Churchman's almanac. 75 c. Young Churchman

New (The) international year book; a compendium of the world's progress for the year 1914; 1915. ea. \$5 n. Dodd, Mead

Anopheles infectivity experiments. Mitzmain, M. B.

Gov. Pr. Off.

Another way out. Langner, L. 35 c. F. Shay

Answers to problems in Alternating-current electricity. First and second courses. Timbie, W.: H: 50 c. n. Wiley

Anthropometry as an aid to mental diagnosis. Doll, E. A. 75 c. Training Sch.

Apology for old maids. Sedgwick, H.: D., jr. \$1.50 n. Macmillan

Applied and economic botany. Kraemer, H.: \$6

Applied drawing. Brown, H. H., and others. \$1 Atkinson, Mentzer

Applied immunology. Thomas, B.: A. \$4 n.

Lippincott

Applied Latin. Freeman, W. H. \$1

Weidenhamer & Co.

Appointment of judges to the international court of arbitral justice. White, T. R.

Am. Soc. for Judicial Settlement

of Internat. Disputes

Appreciations of poetry. Hearn, L. \$3.50 n.

Dodd, Mead

Arabella and Araminta. Smith, G. 50 c.

Thompson, Brown & Co.

**Archbold, Maurice J.** A laboratory course of practical electricity. N. Y., Macmillan.

10+211 p. diags. O pap. \$1.10 n.

**Architectural monographs.** White Pine Bu. —Ziegler. Colonial architecture of the Eastern shore of Maryland.

#### ARCHITECTURE

\*Hamlin, T. F. Enjoyment of architecture. \$2 n.

National Fire Proofing Co. Natco two-apartment house. The author

\*Porter, A. K. Lombard architecture. In 4 v., v. 2. \$12 n.

\*Price, C. M. Practical book of architecture. \$6 n.

\*Street, G. E. George Edmund Street: unpublished notes and reprinted papers. \$2.25 n.

Ziegler, C. A. Colonial architecture of the Eastern shore of Maryland.

White Pine Bu. Armenian legends and poems. Boyajian, Z. C. comp. \$8 n.

Arrowood, Milton W. Refrigeration; a practical treatise on the production of low temperatures as applied to the manufacture of ice and to the design and operation of cold storage plants. Chic., Am. Technical Soc.

c. 272 p. pls. (1 double) plans diagrs. 12° \$1.50

Art and the people. Kahn, O. H.

N. Y. C. Shakespeare Tercentenary Celebration Committee

Art education. New York Metropolitan Museum of Art. 10 c.

The museum Art of interior decoration. Wood, G. \$2.50 n.

Dodd, Mead Art of looking at pictures. Thurston, C. H. P. \$1.50 n.

Dodd, Mead

Ashmead, H. Graham. The Chester Washington knew; a talk before the New Century Club of Chester, February 22, 1916. [Chester, Pa., The author.] 15 p. por. O pap.

Askew, Alice, and Askew, Claude, Arth. Cary. The stricken land; Serbia as we saw it. N. Y., Dodd, Mead. 362 p. il. pls. por. O \$3 n.

#### ASTRONOMY

\*Hosmer, G. L. Azimuth. \$1 n. Wiley

\*Moulton, F. R. Introduction to astronomy. \$2.25 n.

At the war. Northcliffe, Lord. \$2 n. Doran

Atkeson, T. Clark. Semi-centennial history of the Patrons of Husbandry. N. Y., O. Judd Co. c. 5+364 p. pors. 8° \$1.50

Atlanta 12 figure system. Roelz, R., comp. \$6

Atlanta Code Co.

Austin, Oscar Phelps. Uncle Sam's secrets; a story of national affairs for the youth of the nation. [New ed., rev.] N. Y., Appleton c. '97-'16 7+336 p. il. pls. D \$1 n.

Australian markets for American hardware. U. S. Bu. of Foreign and Domestic Commerce.

Gov. Pr. Off.

Autocrat of the poker-table. Brown, G. \$1 n.

Badger

Automatic screw machines. Hamilton, D. T. \$2.50

Industrial Press

#### AUTOMOBILES

\*Hall, M. A., and Cravens, G. W. Automobile driving and repairs. \$1.50

Am. Technical Soc.

- Kellner, H. H. Questions and answers; how to operate and care for a motor car. 75 c. Herald Sq. Press
- Ayer, Fred Carleton. The psychology of drawing; with special reference to laboratory teaching. Balt., Warwick & York. c. 9+186 p. (12 p. bibl.) pl. 12° \$1.25
- Ayers, S: H: and others. Cooling hot-bottled pasteurized milk by forced air. Wash., D. C., Gov. Pr. Off. 38 p. tabs. diagrs. 8° (U. S. Dept. of Agric. bull. no. 420)
- Ayres, Rev. S: Gardiner. Methodist heroes of other days. N. Y. and Cin., Meth. Bk. Concern. c. 150 p. D 75 c. n.
- Azimuth. Hosner, G: L. \$1 n. Wiley
- Aztec god. Raymond, G. L. \$1.25 n. Putnam
- Babcock, Earle Jay. Economic methods of utilizing western lignites. [2d ed.] Wash., D. C., Gov. Pr. Off. 73 p. il. pls. (1 fold.) diagrs. 8° (U. S. Bu. of Mines bull. 89)
- Bächer, E: Leonard. Export technique; a series of typical export transactions based on actual orders. N. Y., Business Training Corporation. c. 129 p. (3 p. bibl.) il. pls. forms (part fold.) 12° (Course in foreign trade) (with the course)
- Bachman, J. Fred. Charles Moser; a Pennsylvania German boy. Reading, Pa., I. M. Beaver. c. 348 p. pls. 12° \$1.25
- Bacon, Corinne, comp. Children's catalog of two thousand books; a guide to the best reading for boys and girls; based on fifty-four selected library lists and bulletins; arranged under author, title and subject; with analytical entries for 447 volumes. [New ed.] White Plains, N. Y., H. W. Wilson Co. 332 p. Q (Standard catalog ser.) \$4 n.; pap. 25 c. to purchasers of cloth ed.
- Children's catalog of one thousand books; a guide to the best reading for boys and girls; based on fifty-four selected library lists and bulletins; arranged under author, title and subject; with analytical entries for 212 volumes. [New ed.] White Plains, N. Y., H. W. Wilson Co. 163 p. Q (Standard catalog ser.) \$2 n.; pap. 15 c. to purchasers of cloth ed.
- Bailey, Alb. E: The Gospel in art. Bost., Pilgrim. c. 10+483 p. il. pls. (2 col.) O \$3 n. bxd.
- Bailey, Edg. H: Summerfield, and Cady, Hamilton Perkins. A laboratory guide to the study of qualitative analysis; based upon the application of the theory of electrolytic dissociation and the law of mass action. 8th ed., rev. by Paul V. Faragher. Phil., Blakiston. c. 10+294 p. il. fold. tabs. 8° \$1.50 n.
- Bailey, Liberty Hyde. The pruning-manual; being the 18th ed., rev. and reset, of The pruning-book, which was first published in 1898. N. Y., Macmillan. c. '98-'16 13+407 p. il. figs. D \$2 n.
- Bailey, Ruth M. Physical training methods for the school room. [Geneseo, N. Y., The author.] c. 188 p. O pap. 75 c.
- Baker, D: Lincoln. Health hints and directions for track and field athletics; designed for the use of high school students. Union
- Bridge, Md., Pilot Print. c. 23+35 p. il. pls. form tabs. 12° 50 c.
- Baker, Emilie Kip, comp. and ed. Short stories and selections; for use in the secondary schools; comp. and annotated with questions for study. N. Y., Macmillan. c. 11+263 p. front. S 25 c. n.
- Ball, Carleton Roy, and Clark, Jacob Allen. Experiments with marquis wheat. Wash., D. C., Gov. Pr. Off. 40 p. il. maps tabs. 8° (U. S. Dept. of Agric. bull. no. 400)
- Ballads: patriotic and romantic. Scollard, C. \$1.50 n. L. J. Gomme
- Ballard, Anna Woods, and Stewart, C: O. Short stories for oral Spanish. N. Y., Scribner. c. 11+115 p. 12° 80 c. special n.
- Ballard, Anna Woods, and Tilly, Edm. Phonetic French reader; phonetic transcription of Short stories for oral French. N. Y., Scribner. c. 20+39 p. 12° 60 c. n.
- Bank (The) and the individual. National Shawmut Bank, Boston. The bank
- BAPTIST CHURCH
- Masters, V. I. Baptist missions in the South. 50 c.—Country church in the South. 60 c. So. Bapt. Convention, Publicity Dept. of Home Mission Bd.
- Barber, T: Wa. Civil engineering types and devices; a classified and illustrated index of plant, constructions, machines, materials, means and methods adopted and in use in civil engineering works of every class; for the use of civil engineers, draughtsmen, students, builders and contractors; with 1760 illustrations. N. Y., Appleton. '15 8+245 p. 8° \$3 n.
- Bard, Harry Erwin. South America; brief outline of study suggestions with bibliography. N. Y., Heath. c. 68 p. (40½ p. bibl.) D 65 c.
- Barker, Harley Granville. The Red Cross in France; with a preface by Jos. H. Choate. N. Y., Doran. 18+168 p. D \$1 n.
- Barnes, Ja. The hero of Stony Point: Anthony Wayne; il. by T. de Thulstrup. N. Y., Appleton. c. 209 p. D \$1.35 n.
- Barnes, Jasper Converse. Voluntary isolation of control in a natural muscle group. Princeton, N. J., Psychological Review Co. 50 p. il. 8° (Psychological monographs) pap. 50 c.
- Barnes, W: Emery, D.D., ed. A companion to Biblical studies; being a rev. and re-written ed. of The Cambridge companion to the Bible. N. Y., Pott. 10+671 p. il. pls. col. maps (1 double) O \$4 n.
- Barney, Danford. Dust of stars [poems]. N. Y., J: Lane. c. 83 p. O \$1.25 n.
- Barrie, Sir Ja. Matthew. Works. Uniform ed. 10 v. N. Y., Scribner. c. leath. ea. \$1.65 n.; set \$16.50 n. bxd.
- Barrows, Harry Percy, and Davis, Herb. P. Judging the dairy cow as a subject of instruction in secondary schools. Wash., D. C. [Gov. Pr. Off.] 20 p. il. 8° (U. S. Dept. of Agric. bull. no. 434)
- Base map of the United States. U. S. Geological Survey. [For contents see author entry.] ea. 5 c. Off. of Survey

- Basford, Harry Miller.** How to sell printing. N. Y., Oswald Pub. c. 125 p. D \$1.50
- Basketball from a coaching standpoint. Jones, R. R. \$5 R. R. Jones
- Bates, Katharine Lee.** Fairy gold; poems. N. Y., Dutton. c. 8+232 p. D bds. \$1.50 n.
- Bates, Sylvia Chatfield.** The vintage; front. by Paul Julien Meyland. N. Y., Duffield. c. 55 p. D bds. 75 c. n.
- Battle of the Somme; First phase. Buchan, J.: 25 c. T. Nelson & Sons
- Beal, Foster Ellenborough Lascelles, and others.** Common birds of southeastern United States in relation to agriculture. Wash., D. C. [Gov. Pr. Off.] 40 p. il. 8° (U. S. Dept. of Agric. farmers' bull. 755)
- Beals, C: E:, jr.** Passaconaway in the White Mountains; il. from photographs. Bost., Badger. c. 343 p. pls. D \$1.50 n.
- Beard, J: Grover.** See Howe, G:
- Beaton, Kenneth Carroll [K. C. B., pseud].** Ye towne gossip. [Third series] N. Y., Duffield. no paging il. O bds. \$1 n.
- Bedbug [Cimex lectularius L.] Marlatt, C: L.** Gov. Pr. Off.
- Before breakfast. O'Neill, E. G. 25 c. F. Shay
- Before the Interstate Commerce Commission, I & S. docket no. 774, bituminous coal to Central freight association territory, and dockets no. 7662, 6951, 7089, 7371, 7667, 7668, 7669 and 7422. Warne, F. J., comp. \$50 F. J. Warne
- Before the Interstate Commerce Commission, no. 8725, Lake cargo coal rates. Warne, F. J., comp. \$10 F. J. Warne
- Beginners' German. Walter, M. \$1 special n. Scribner
- Beginnings of Yale, 1701-1726. Oviatt, E. \$3.50 n. Yale Univ.
- Behrends, G: F.** See Evans, Wa. Eug.
- BELGIUM**
- GEOGRAPHY AND TRAVEL
- Edwards, G: W. Vanished towers and chimes of Flanders. \$5 n. Penn Pub.
- Belief in God and immortality. Leuba, J. H. \$2 n. Sherman, French
- Belloc, Hilaire i. e. Joseph Hilaire Pierre.** Verses; with an introd. by Joyce Kilmer. N. Y., L. J. Gomme. c. 91 p. D bds. \$1.25 n.
- Benét, W: Rose.** The great white wall; a poem; il. by Douglas Duer. New Haven, Ct., Yale Univ. c. 53 p. O bds. \$1 n.
- Bennett, C: A.** Grammar grade problems in mechanical drawings. Peoria, Ill., Manual Arts Press. c. 68 p. figs. obl. S pap. 38 c.
- Bennett, R. J.** Corporation accounting. N. Y., Ronald Press. 550 p. 8° \$3; hf. leath. \$3.50
- Benois, Alexander.** The Russian school of painting; with an introd. by Christian Brinton; with 32 plates. N. Y., A. A. Knopf. c. 19+17-199 p. pls. Q bds. \$4 n. bxd.
- Bentley, I: Madison, ed.** Studies in social and general psychology from the University of Illinois. Princeton, N. J., Psychological Review Co. 115 p. diagrs. 8° (Psychological monographs) pap. \$1
- Berean scr.** 25 c. n. Meth. Bk. Concern —Meyer. Lesson handbook, 1917.
- Berenson, Bernard.** Venetian painting in America: the fifteenth century. N. Y., F. F. Sherman. c. 263 p. il. pls. 4° \$4 n.
- Betten, Fs. Sales.** The ancient world, from the earliest times to 800 A.D. Bost., Allyn & Bacon. c. 318 p. (bibls.) il. maps (part double) 12° \$1
- Beveridge, Alb. Jeremiah.** The life of John Marshall. v. 1, Frontiersman, soldier, law-maker, 1755-1788; v. 2, Politician, diplomatist, statesman, 1789-1801. Bost., Houghton, Mifflin. c. 26+506; 18+620 p. il. pls. col. fronts. pors. facsms. O \$8 n. bxd.
- Bexell, J: And., and Kerr, W: Horace.** Business practice and accounts for co-operative stores. Wash., D. C., Gov. Pr. Off. 56 p. front. tabs. 8° (U. S. Dept. of Agric. bull. no. 381)
- Bexell, J: And., and others.** A survey of typical co-operative stores in the United States. Wash., D. C., Gov. Pr. Off. 32 p. pl. tabs. O (U. S. Dept. of Agric. bull.)
- Bible. Old Testament.** Bible stories to read and tell; 150 stories from the Old Testament; with references to the Old and New Testaments; selected and arranged by Frances Jenkins Olcott; il. by Willy Pogány. Bost., Houghton Mifflin. c. 486 p. col. pls. O \$2 n.
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- Smith, W. C. Little Jetts telling Bible stories for young folks. 50 c. W. C. Smith
- Bibliographical Society of America.** Papers of the society; ed. by the Publication Committee. v. 10, no. 4, October, 1916. Chic., Univ. of Chic. c. 175-216 p. O pap. \$1 n.
- BIBLIOGRAPHIES**
- \***Bacon, C., comp.** Children's catalog of two thousand books. [With entries for 447 volumes] \$4 n. extra copy, pap. 25c.; [With entries for 212 volumes] \$2 n.; extra copy, pap. 15 c. H. W. Wilson Co.
- \***Bibliographical Society of America.** Papers of the society. v. 10, no. 4. \$1 n. Univ. of Chic.
- \***Drury, F. K. W., comp.** List of short stories and tales. 10 c.; per 100, \$2 H. W. Wilson Co.
- \***Indiana Reformatory Library.** Library catalog of books belonging to the reformatory. The reformatory
- \***U. S. War Dept. Off. of the Surgeon-General Army Medical Museum and Li-**

- brary. Index catalogue of the library: Authors and subjects. 2d ser. v. 21. \$2 Gov. Pr. Off.
- Billings, Fk.** Focal infection; the Lane Medical Lectures, delivered on September 20, 21, 22, 23 and 24, 1915, Stanford University Medical School. N. Y., Appleton. c. 12+166 p. (8 p. bibl.) il. 12° \$2 n.
- BIOGRAPHY**
- \*Clay, O. Heroes of the American Revolution. \$1.25 n. Duffield
  - \*Harvey, G. C. Famous four-footed friends. \$1.50 n. R. M. McBride & Co.
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- \*Smith, J: T. Nollekens and his times. \$7.50 n. J: Lane
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- Also for biographies of individuals see:
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|  | Wilson, Sir C:<br>Rivers         |
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- BIOLOGY**
- \*Davenport, C: B. Huntington's chorea in relation to heredity and eugenics. 15 c. Eugenics Record
  - Foote, J. S. Contribution to the comparative histology of the femur. Smithsonian Inst.
  - \*Kelsey, C. Physical basis of society. (bibls.) \$2 n. Appleton
  - Bishop, Farnham.** Panama, past and present. [Rev. ed.] N. Y., Century Co. c. '13-'16 16+279 p. il. pls. pors. D \$1 n.
  - Bits of verse. Snow, J. E. 25 c. Electric Pr.
  - Bizzell, W: Bennett.** The social teachings of the Jewish prophets; a study in Biblical sociology. Bost., Sherman, French. c. 237 p. O \$1.25 n.
  - Bjerre, Poul, M.D.** The history and practice of psychanalysis; auth. tr. by Eliz. N. Barrow. Bost., Badger. c. 294 p. D \$3 n.
- Blackburn, G: And., comp. and ed.** The life work of John L. Girardeau, D.D., LL.D., late professor in the Presbyterian Theological Seminary, Columbia, S. C. Columbia, S. C., State Co. c. 432 p. 8° \$1.50
- Blessed Virgin's book. Murphy, E. S. \$2.10 E. S. Murphy
- Blood, Alice Frances.** Experiments in descriptive organic chemistry. [Bost., A. D. MacLachlan.] c. 48 p. 8° 50 c.
- Blood of Rachel. Noe, C. \$1 J. P. Morton & Co.
- Blood pressure. Faught, F. A. \$3.25 n. Saunders
- Blumenthal, Jos.** Character analysis, text booklet and self instructor. [Minneapolis, "Mississippi Valley Lumberman."] c. 46 p. il. 8° 50 c.
- Blüthgen, Viktor.** Das Peterle von Nürnberg; ed. with introd., notes, exercises, vocabulary, and a list of idioms, by F: Ja. Menger, jr.; il. by C: F. Arcieri. N. Y., Am. Book Co. c. 207 p. col. front. por. 16° 48 c.
- Boano, P:** Universal peace when women will permit. [San Francisco, Hicks-Judd Co.] c. 40 p. 8° 25 c.
- Bobbs-Merrill ser.** 50 c. n. Bobbs-Merrill —McEvoy. Dictation review.
- Bobby of the Labrador. Wallace, D. \$1.25 n. McClurg
- Boerner, Emil G.** Improved apparatus for determining the test weight of grain, with a standard method of making the test. [Wash., D. C., Gov. Pr. Off.] 15 p. il. diagrs. 8° (U. S. Dept. of Agric. bull. 472) The intrinsic values of grain, cottonseed, flour, and similar products; based on the dry-matter content. Wash., D. C. [Gov. Pr. Off.] 32 p. tabs. diagrs. 8° (U. S. Dept. of Agric. bull. no. 374)
- Bone and joint studies. Ely, L. W. \$1 Leland Stanford Junior Univ.
- Book of Boston. Shackleton, R. \$2 n. Penn Pub.
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  - Markham, E. What, and why, and where to read. Oswald Press
  - \*Powys, J: C. Suspended judgments. \$2 n. G. A. Shaw
  - \*St. Louis Public Library. New books for old. The library

\*Wisconsin Teachers' Assn. Wisconsin teachers' and young people's reading circles: 1916-1917. State Reading Circle Bd. Booty, C. E. Nothing but a soldier boy; and other poems. Bost. [Badger] c. 32 p. D \$1 n.

Borzoi plays. \$1 n. A. A. Knopf —Gogol. The inspector-general. —Thoma. "Moral."

## BOTANY

\*Kraemer, H: Applied and economic botany. \$6 H: Kraemer

Bourne, Randolph Silliman, comp. Towards an enduring peace; a symposium of peace proposals and programs, 1914-1916; with an introd. by Franklin H. Giddings. N. Y., Am. Assn. for Internat. Conciliation. 15+336 p. 12°

Bowditch, N: Useful tables from the American practical navigator; re-ed. and pub. in the United States Hydrographic Office by direction of the Secretary of the Navy. Wash., D. C., Gov. Pr. Off. various paging 4° (U. S. Hydrographic Office pub. no. 9, pt. 2)

Bowie, H: P. On the laws of Japanese painting. New Yamato ed. San Francisco, Elder. 117 p. il. pls. 8° \$2.50 n.

Boy scouts' year book. McGuire, W. P., comp. and ed. \$1.50 n. Appleton

Boyajian, Zabelle C., comp. Armenian legends and poems; il. by [the compiler]; with an introd. by Viscount Bryce; and a contribution on "Armenia: its epics, folksongs, and mediaeval poetry," by Aram Raffi. N. Y., Dutton. 194 p. mounted col. pls. Q \$8 n.

Boy's book of famous warships. Stevens, W. O. \$1.60 n. A. M. McBride & Co.

Bracq, Jean Charlemagne. The provocation of France; fifty years of German aggression. N. Y., Oxford Univ. c. 7+202 p. D \$1.25 n.

Bradley, W: Aspenwall. French etchers of the Second Empire. Bost., Houghton Mifflin. c. '11-'16 15+104 p. il. pls. O \$1.50 n.

Braley, Berton. Things as they are; ballads. N. Y., Doran. c. 117 p. D \$1 n.

Brass-furnace practice in the United States. Gillett, H. W. Gov. Pr. Off.

Breed, Abbott and Morgan. Digest of national and state food laws. N. Y., Nat. Wholesale Grocers' Assn. of U. S. 79 p. 8° Breeding and care of rabbits for exhibition and market. Gibson, C: S. \$1 C. S. Gibson

Brief commentary on the little office of the Immaculate Conception of the Blessed Virgin. Coppens, C: 50 c. n. Herder

Brief-maker's notebook for argumentation and debate. Shaw, W. C. \$1.20 Ginn

Brief statutory history of the department. U. S. Dept. Agriculture. Off. of the Solicitor. Gov. Pr. Off.

Brinsmade, Herman Hine. For the good of the party; or, the fortunes of "The Blackville Star." Bost., Sherman, French. c. 195 p. O \$1.25 n.

British Museum. The Vulgate version of the Arthurian romances; ed. from manuscripts

in the museum, by H. Oskar Sommer. [v. 8] Index of names and places to v. I-VII. Wash., D. C., Carnegie Inst. 85 p. Q pap. \$5

British war songs, old English ballads and other miscellaneous selections. Mellor, J.; comp. 25 c. J. Mellor & Stone Broad (The) way. Chamberlin, H. H. 25 c. Inquirer and Mirror

Brockman, W: Everett. History of the Hume, Kennedy and Brockman families; in three parts. Wash., D. C. [C. H. Potter & Co., 431 Eleventh St., N. W.] c. 272 p. pls. por. facsm. coats of arms 8° \$4

Brooke, Rupert. John Webster and the Elizabethan drama. N. Y., J: Lane. c. 282 p. (5 1/2 p. bibl.) D \$1.50 n.

Brooks, Herb. Barton, and Weaver, Floyd C. A variable self and mutual inductor. Wash., D. C., Gov. Pr. Off. 569-580 p. il. diagr. 4° (U. S. Bu. of Standard scientific pap. no. 290)

Brown, Bliss S. Modern fruit marketing; a complete treatise covering harvesting, packing, storing, transporting and selling of fruit. N. Y., O. Judd Co. c. 19+283 p. il. 12° \$1.25

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Brown, W: Adams, D.D. Is Christianity practicable?; lectures delivered in Japan. N. Y., Scribner. c. 6+246 p. D \$1.25 n.

Browne, Frances. Granny's wonderful chair, and its tales of fairy times. [New ed.]; introduced and il. by Katharine Pyle. N. Y., Dutton. c. 211 p. col. pls. sq. O \$2.50 n.

Brownell, Herb. Lessons in physics; a manual for laboratory and class work. Teachers' ed. Rev. ed. Cedar Rapids, Ia., Torch Press. c. 139 p. il. diagrs. 8° 75 c. n.

Browning, Robert \*Hermann, E: A. G. Faith of Robert Browning. 80 c. n. Sherman, French

\*Skemp, A. R. Robert Browning. 25 c. n. Dodge Pub.

Brownson, Earl Leo. La Venus de la Habana. Bost., Badger. c. 79 p. D \$1 n.

Brunton, D: W:, and Davis, J: Allen. Safety and efficiency in mine tunneling. [2d ed.]

- Wash., D. C., Gov. Pr. Off. 271 p. (24 p. bibl.) pls. 8° (U. S. Bu. of Mines bull. 57)
- Buchan, J:** The battle of the Somme: First phase. N. Y., T. Nelson & Sons. 108 p. il. pls. maps (1 fold.) D bds. 25 c.
- Buck, Martin MacCrea.** See Hall, Herb. Ja.
- Budlong, Mrs. Minnie Franklin Clarke.** A plan of organization for small libraries; methods of work, lists of supplies and aids. Rev. ed. [Bismarck, N. D., N. D. Pub. Lib. Commission] 6+65 p. O pap.
- BUILDING**
- Harbach, F. M., and Hart, H. Constructive survey of Milwaukee school buildings and sites. Bd. of Sch. Directors
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- Bull, Rev. Paul B.** The threefold way; an aid to conversion. N. Y., Longmans. 8+181 p. D 90 c. n.
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- Bureau of Occupations for Trained Women.** Series of booklets on vocations for women. No. 1-25. Phil., The bureau. S ea. 3 c.; set 50 c.
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- Burg Neideck. Riehl, W. H. 48 c. Am. Book Co.
- Burgess, Harry E.** God before the white man came; the Indian paradise invaded by emissaries of foreign gods—the red man's burden—the combat of primitive man with a deluge of religious frenzy, falsity and greed; a resume of short talks and magazine articles, in which the Indian is shown to be of a high order of natural intelligence, brave spirit, positive convictions, and independent mind. [The author] c. 23 p. 8° pap. 25 c.
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- Burton, Annie Cooper.** The Ku Klux Klan; cover design by Howard Willard. Los Angeles, Cal., W. T. Potter. c. 38 p. front. D pap. 35 c.
- Burton, Marion Le Roy, D.D.** On being divine; a baccalaureate address. Bost., Pilgrim. c. 22 p. D bds. 50 c.
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Business Spanish and commercial vocabulary. Ainslie, A. D. 25 c. A. D. Ainslie  
*Business Training Corporation. Course in Foreign trade.* The corporation —Bächer. Expert technique.
- Buwalda, J:** P. New mammalian faunas from Miocene sediments near Tehachapi Pass in the Southern Sierra Nevada. Berkeley, Cal., Univ. of Cal. 75—85 p. O (Pubs. in zoology) pap. 10 c.  
By the side of the road. Van Amburgh, F. De W. \$2 Van Amburgh Publications, Inc.
- Cabell, Ja. Branch.** From the hidden way; being seventy-five adaptations in verse. N. Y., R. M. McBride & Co. c. 184 p. D \$1.35 n.
- Cabot, Mary R., ed.** See **Munn, Marg. Crosby.**
- Cabot, R: Clarke, M.D.** A layman's handbook of medicine; with special reference to social workers. Bost., Houghton Mifflin. c. 17+523 p. figs. O \$2 n.
- Cadby, Carine.** The dolls' day; il. with 29 photographs by Will Cadby. N. Y., Dut-ton. 8+103 p. pls. D \$1 n.
- Cady, Hamilton Perkins.** See **Bailey, Edg. H: Summerfield.**
- Cady, Mary R., and Dewey, Julia M.** Picture stories from the great artists. New ed. N. Y., Macmillan. 128 p. il. 12° 40 c. n.
- Callendar, Geoffrey, ed.** Realms of melody. N. Y., Macmillan. 14+344 p. 12° \$1.25 n.
- California** and the opening of the gateway between the Atlantic and the Pacific. San Francisco, Elder. c. 6+34 p. D 75 c. n.
- California University.* Pubs. in zoology. 10 c. Univ. of Cal.
- Buwalda. New mammalian faunas from Miocene sediments near Tehachapi Pass in the Southern Sierra Nevada.
- California. University.* Pubs. in history. Univ. of Cal.
- Priestley. José de Galvez. \$2.75
- California. University.* Pubs. in modern philology. \$1.50 The university
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- Call of the bells. Mitchell, E. \$1 Menzies Pub.
- Call of the West. Galloway, Capt. R. M. \$3.50 n. Stokes
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- Cambridge Songs.** The Cambridge songs; a goliard's song book of the XIth century; ed. from the unique manuscript in the University Library [Cambridge, England] by Karl Breul. [N. Y., Putnam.] '15 10+120 p. facsms. f° \$6.50 n.
- Cambridge tracts in mathematics and mathematical physics.* \$1.10 n. Putnam
- Macaulay. Algebraic theory of modular systems.
- Camden, N. J. City Council.** Publicity and Welfare Committee. Camden, New Jersey, its past and present. [Camden, N. J., The council] '15 42 p. il. obl. 12°
- Cammaerts, Emile.** New Belgian poems: Les trois rois; et autres poèmes; English tr. by Tita Brand-Cammaerts; with a por. by H. G. Riviere. N. Y., J: Lane. 123 p. D \$1.25 n.
- Campbell, Rev. Reginald J:** A spiritual pilgrimage. N. Y., Appleton. c. 8+300 p. D \$2 n.
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- Carey, Rev. W. J.** A book of instruction for church people. N. Y., Longmans. 64 p. S 40 c. n.; pap. 20 c. n.
- Carlyle, T:** Carlyle's Frederick the Great; abridged and ed. by A. M. D. Hughes. [N. Y., Oxford Univ.] 32+376 p. D \$1 n.
- Carrell, Theodora M.** The laboratory kitchen recipes for putting up fruits with directions. Poughkeepsie, N. Y. [The author] 27 p. O pap. 25 c. n.
- CARUCCI DA PONTORMO, Jacopo**
- Clapp, F. M. Jacopo Carucci da Pontormo: his life and work. \$7.50 n. Yale Univ.
- Castle builder.** Graves, E. M. \$1.25 n. Sherman, French
- Catechism of Rodez.** Luche, Abbé. \$2 n. Herder
- Catholic policemen's and firemen's companion. McGrath, T: S. 50 c. Benziger
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- Delta Sigma Rho. University of Chicago Chapter.** The literacy test for immigrants; a debate; the constructive and rebuttal speeches of the representatives of the University of Chicago, champion of the Central Debating League, 1916, in the eighteenth annual contests of the league, against Michigan and Northwestern, January 21, 1916. Question: "Resolved, That the United States should adopt a literacy test for all European immigration"; Chicago vs. Michigan at Chicago; won by Chicago; Northwestern vs. Chicago at Evanston: won by Chicago. Chic. [The author] 62 p. (6 p. bibl.) por. group 8° \$1
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- Dench, Ernest A.** Advertising by motion pictures. Cin., Standard Pub. c. 255 p. O (Business-getting publicity methods) \$1.50
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- García Gutiérrez, Antonio.** El trovador; ed. with introd., notes and vocabulary; by Harold T. Davis, and Fernando C. Tamayo. Colorado Springs, Colo., Apex Bk. Co. c. 208 p. por. 12° 60 c.
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- Library catalog of books belonging to the reformatory. Indiana Reformatory Library. The reformatory
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- For a complete list of the month's publications on MEDICINE see, besides the above, these subjects:*
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- Percival, Milton, ed.** Political ballads illustrating the administration of Sir Robert Walpole. [N. Y., Oxford Univ.] 58+211 p.

O (Oxford historical and literary studies) \$2.90 n.  
Perennial revival. Riley, W: B. \$1 Am. Bapt.

Perine, E: Ten Broeck. The story of the trust companies. N. Y., Putnam. c. 17+327 p. (4 p. bibl.) il. pls. facsms. tabs. O \$2 n.

Perkins, Clarence. An outline of recent European history, 1815-1916. [Columbus, O.] College Bk. Store [1836 N. High St.] c. 71 p. (6 p. bibl.) 8° 50 c.

Perkins, Dorothy. See Hall, Alb. Neely. Perkins family in ye olden times. Parkyns, M. \$1 D. W. Perkins

Perry, Marg. Something singing. Bost., Sherman, French. c. 72 p. S \$1 n.

Perry, Oliver C. A vision of the homeland; a play of the open country. Kirksville, Mo., First District Normal Sch. 40 p. music 8° (Bulletin) pap. 10 c.

Peruvian markets for American hardware. U. S. Bu. of Foreign and Domestic Commerce. Gov. Pr. Off.

Peterle (Das) von Nürnberg. Blüthgen, V. 48 c. Am. Bk. Co.

Peterson, Arth. Andvari's ring. N. Y., Putnam. c. 8+232 p. D \$1.25 n.

Pharmacology and therapeutics for students and practitioners of medicine. Wood, H. C.; jr. \$4 n. Lippincott

#### PHILIPPINE ISLANDS

\*Anderson, I. Spell of the Hawaiian Islands and the Philippines. \$2.50 n. Page Co.

Phillips, H: Bayard. Differential calculus. N. Y., Wiley. c. 5+162 p. figs. 8° \$1.25 n.

Phillips, Lisle March. Europe unbound. N. Y., Scribner. 12+212 p. O \$1.75 n.

Phillips, Mary Schuyler. Colonial New York. [Cin., Colonial Dames of America in State of Ohio] 8° (Studies in the colonial period for use in the public schools) pap. 25 c.

Phillipson, Coleman. Termination of war and treaties of peace. N. Y., Dutton. 19+486 p. O \$7 n.

#### PHILOLOGY

Donoghue, T. J. Geoglot, 25 c. Internat. Geoglot Bu.

For a complete list of the month's publications on PHILOLOGY see, besides the above, these languages:

DUTCH

GERMAN

ENGLISH

LATIN

FRENCH

SPANISH

#### PHILOSOPHY

\*Hazebrigg, J: Sun book. \$3 Hermetic Pub.

\*Leibnitz, G. W., Baron von. New essays concerning human understanding. \$3 Open Court

\*Lindsay, A. A. Scientific man building through thought force. \$2 A. A. Lindsay \*Pearson, N. The soul and its story. \$3 n. Longmans

\*Tavenner, E. Studies in magic from Latin literature. (3 p. bibl.) \$1.25 n. Lemcke & B.

For a complete list of the month's publi-

cations on PHILOSOPHY see, besides the above, these subjects:

ETHICS

PSYCHOTHERAPY

PSYCHOLOGY

Philp, Rob. Kemp. Knowledge of general science; rev. from Reason why: general science, a careful collection of scientific knowledge of things which, though generally believed, are imperfectly understood; a book of condensed scientific knowledge for the millions, by the author of "Knowledge of the Bible," and "Knowledge of natural history." Cin., J. B. Sanders & Co. c. 28+326 p. il. 12° \$1.50

Knowledge of the Bible; rev. from The Biblical reasons why; a family guide to Scripture readings and a handbook for Biblical students; il. with numerous engravings. Cin., J. B. Sanders & Co. c. 27+324 p. il. 12° \$1.50

Phonetic French reader. Ballard, A. W. 60 c. n. Scribner

#### PHOTOGRAPHY

\*American annual of photography: 1917. v. 31. \$1.50; \$1 G. Murphy, Inc.

\*'Wellcome' (The) photographic exposure record and diary, 1917. 50 c.

Burroughs Wellcome & Co. Phyllophaga Harris (Lachnosterna Hope): a revision of the synonymy, and one new name. Glasgow, R. D. 10 c. Univ. of Ill. Physical basis of society. Kelsey, C. \$2 n. Appleton

Physical training methods for the schoolroom. Bailey, R. M. R. M. Bailey

Physician's (The) visiting list, 1917. Phil. Blakiston. 16° 25 patients weekly, \$1.25 n.; 50 patients weekly, \$1.50 n.; 50 patients weekly, 2 v., \$2.25 n.; 100 patients weekly, 2 v., \$2.50 n.

#### PHYSICS

Brooks, H. B. A variable self and mutual inductor. Gov. Pr. Off.

\*Brownell, H. Lessons in physics. 75 c. n. Torch Press

Dellinger, J: H. International system of electric and magnetic units. Gov. Pr. Off.

\*Franklin, W: S., and MacNutt, B. General physics. \$2.75 n. McGraw-Hill

\*Kaye, G. W. C., and Laby, T. H. Tables of physical and chemical constants. \$2 n. Longmans

Rosa, E: B., and Vinal, G: W. Summary of experiments on the silver voltameter at the Bu. of Standards and proposed specifications. (6 p. bibl.) Gov. Pr. Off.

Picture stories from the great artists. Cady, M. R. 40 c. n.

Pierce, W: Dwight. Studies of weevils (Rhynchophora); with descriptions of new genera and species. Wash., D. C., Smithsonian Inst. 461-473 p. O pap.

Pilgrim deeds and duties. Congregational Churches of the U. S. National Council. Tercentenary Commission. 35 c. Pilgrim

Pilgrimage. Shepherd, E. \$1 n. Longmans

Pilgrimage: Pointed roofs. Richardson, D. M. \$1.35 n. A. A. Knopf

Pioneer life; for little children. Adams, E. 60 c. n. Bobbs-Merrill  
 Plan for a university extension department. Fitzpatrick, E. A.: Soc. for Promotion of Training for Public Service  
 Plan of organization for small libraries. Budlong, Mrs. M. F. C. N. D. Pub. Lib. Commission  
 Planning and construction of high-school buildings. Hollister, H. A. Univ. of Ill.  
*Plays of the Washington Sq. Players.* 35 c. F. Shay  
 —Glaspell. *Trifles.*  
 —Langner. *Another way out.*  
**Plée, Nellie Octavia, and Miller, Edn. Lillie, eds.** Short stories for high schools; ed., with introd. and biographies. Chic., Lyons & Carnahan. c. 246 p. por. 16° (Atlas ser.) 36 c.  
 Pocket edition of the New York City Municipal Court code. Altman, H. H., comp. \$1 H. H. Altman  
**Poems for memorizing, grades one to nine.** Bost., Houghton Mifflin. c. 9+110 p. 12° (Riverside literature ser.) 25 c. n.  
 Poems of the great war. Cunliffe, J. W.; comp. and ed. \$1.50 n. Macmillan  
**POETRY**  
 \*Alas! I am a Prussian. 60 c. n. J. A. J. Tibbals  
 \*Barney, D. Dust of stars. \$1.25 n. J. Lane  
 \*Bates, K. L. Fairy gold. \$1.50 n. Dutton  
 \*Belloc, H. Verses. \$1.25 n. L. J. Gomme  
 \*Benét, W. R. Great white wall. \$1 n. Yale Univ.  
 \*Booty, C. E. Nothing but a soldier boy; and other poems. \$1 n. Badger  
 \*Boyajian, Z. C., comp. Armenian legends and poems. \$8 n. Dutton  
 \*Braley, B. Things as they are. \$1 n. Doran  
 \*Brownson, E. L. La Venus de la Habana. \$1 n. Badger  
 \*Cabell, J. B. From the hidden way. \$1.35 n. R. M. McBride & Co.  
 \*Callendar, G., ed. Realms of melody. \$1.25 n. Macmillan  
 \*Cammaerts, E. New Belgian poems. \$1.25 n. J. Lane  
 Chalmers, S. Gilding-star. 50 c. Saranac Lake News  
 Chamberlin, H. H. The broad way. 25 c. Inquirer and Mirror  
 \*Coburn, L. H. Kennebec. \$1.25 n. Sherman, French  
 Crawford, I. Meditations of solitude. 15 c. I: Crawford  
 \*Cunliffe, J. W.; comp. and ed. Poems of the great war. \$1.50 n. Macmillan  
 \*Daly, T. A. Songs of wedlock. \$1 n. McKay  
 \*Darió, R. Eleven poems. 75 c. n. Putnam  
 \*Davies, W. H. Collected poems. \$1.25 n. A. A. Knopf  
 \*Duer, D. Vanished world. 80 c. n. Sherman, French

\*Evans, D. Nine poems from a valetudinarian. \$1 n. N. L. Brown  
 \*Foley, J. W. Voices of song; a book of poems. \$1.50 n. Dutton  
 \*Foster, J. R. Neighbors of yesterday. \$1 n. Sherman, French  
 \*Gowen, H. H. Sonnets for the Sundays of the church year. 50 c. Young Churchman  
 \*Hart, W. M., ed. English popular ballads. 40 c. Scott, Foresman  
 \*Haskins, H. S. Cat's cradle. \$1.25 n. Sherman, French  
 \*Hay, J. Complete poetical works of John Hay. \$5 Houghton Mifflin  
 \*Hearn, L. Appreciations of poetry. \$3.50 n. Dodd, Mead  
 \*Herbert, A. P. Half-hours at Helles. 35 c. n. Longmans  
 \*How, L. Hidden well. \$1 n. Sherman, French  
 \*Jones, N. Nina Jones, her book. \$1 n. Elder  
 \*Kelly, B. Valley of vision. 75 c. Encyclopedia Press  
 McGunsey, G. C. Heart of the hills. \$1 Northern Crown Pub.  
 \*Masters, E. L. Great valley. \$1.75 n.—Spoon River anthology. \$2.50 n. Macmillan  
 \*Montague, E. M. Southern songs, rhymes and jingles. \$1.25 Cameo Press  
 \*Morgan, A. Utterance. \$1.40 n. Baker & Taylor  
 \*Münsterberg, M. A. A., comp. and tr. Harvest of German verse. \$1.25 n. Appleton  
 \*Neihardt, J. G. The quest. \$1.25 n. Macmillan  
 \*Noe, C. Blood of Rachel. \$1 J. P. Morton & Co.  
 \*Pegram, W. M. A diagnosis. \$1.35 n. Sherman, French  
 \*Percival, M., ed. Political ballads illustrating the administration of Sir Robert Walpole. \$2.90 n. Oxford Univ.  
 \*Perry, M. Something singing. \$1 n. Sherman, French  
 \*Peterson, A. Andvari's ring. \$1.25 n. Putnam  
 \*Poems for memorizing, grades one to nine. 25 c. n. Houghton Mifflin  
 Ponder, M. H., comp. Deeps o' my heart. \$1 Sheegog Pr.  
 \*Reynolds, M. L. Geraint of Devon. \$1.25 n. Sherman, French  
 \*Riley, J. W. Hoosier book. \$2 n.; \$3 n. Bobbs-Merrill  
 \*Sanborn, P. Vie de Bordeaux. \$1 n. N. L. Brown  
 \*Scolland, C. Ballads; patriotic and romantic. \$1.50 n. L. J. Gomme  
 \*Seeger, A. Poems. \$1.25 n. Scribner  
 \*Service, R. W. Rhymes of a rolling stone. \$3.50 Dodd, Mead  
 \*Shatford, S. T. Zekiel's homespun philosophies. \$1 n. Sherman, French  
 \*Shepherd, E. Pilgrimage. \$1 n. Longmans  
 Snow, J. E. Bits of verse. 25 c. Electric Pr.

- \*Songs of Ukraina. \$1.50 n. Dutton  
 \*Spooner, A. W. Harp strings. \$1 n. Badger  
 \*Strange, M. Miscellaneous poems. \$1.25 n. Kennerley  
 \*Tagore, Sir R. Stray birds. \$1.50 n. Macmillan  
 \*Tennyson, A., *Lord*. Selected poems. 60 c. n. Oxford Univ.  
 \*Tyson, M. S. From the limbo of forgotten things. \$1 n. Sherman, French  
 \*Weaving, W. Star fields. \$1.75 n. Longmans  
 \*White, C: R. Poems primal. \$1.50 Seavey Co.  
 \*Yeats, W: B. Responsibilities. \$1.25 n. Macmillan
- JUVENILE  
 \*Chrestien de Troyes. Knight of the lion. 40 c. n. Macmillan  
 \*Elkin, R. H. Little people. \$1.25 n. McKay  
 \*Seale, E. S. Jingles of a happy Mother Goose. 75 c. n. Elder  
 \*Wallace, E. K. Feelings and things; verses of childhood. \$1 n. Dutton  
 \*Walter, L. E., comp and ed. English nursery rhymes. \$2 n. Macmillan  
*For a complete list of the month's publications on POETRY see, besides the above:*
- DRAMA  
**Pohle, Joseph, D.D.** Dogmatic theology. v. 6, Mariology; v. 7, Grace actual and habitual. 2d rev. ed. St. Louis, Herder. 6+185; 6+443 p. 8° v. 6, \$1 n.; v. 7, \$2 n.  
**Poland's case for independence**; being a series of essays illustrating the continuance of her national life. N. Y., Dodd, Mead. 352 p. O \$3 n.  
 Political ballads. Percival, M. \$2.90 n. Oxford Univ.  
 Political history of France, 1789-1910. Davis, M. O. 85 c. n. Oxford Univ.
- POLITICAL SCIENCE  
 \*American Political Science Assn. Committee of Instruction. Teachings of government. \$1.10 n. Macmillan  
 \*Haines, C: G. Teaching of government. \$1.10 n. Macmillan  
 \*Phillipson, C. Termination of war and treaties of peace. \$7 n. Dutton  
 \*Ryan, J: A. Distributive justice. (bibls.) \$1.50 n. Macmillan  
 White, T: R. Appointment of judges to the international court of arbitral justice. Am. Soc. for Judicial Settlement of Internat. Disputes
- Pollen, Rev. J: Hungerford.** The institution of the Archpriest Blackwell; a study of the transition from paternal to constitutional and local church government among the English Catholics, 1595 to 1602. N. Y., Longmans. 10+106 p. O bds. \$1.75 n.  
**Ponder, Merle Hayes, comp.** Deeps o' my heart. [Dallas, Tex., Sheegog Pr.] c. 57 p. obl. 8° \$1  
 Poor Richard's dictionary of Philadelphia. Taylor, F. H. Annals of Surgery  
**Poore, J: Bentley.** Foundation course in mensuration and mechanical drawing.
- Washington, N. J. [The author] c. 104 p. 12° \$5  
**Porter, Arth. Kingsley.** Lombard architecture. In 4 v. v. 2. New Haven, Ct., Yale Univ. 675 p. il. pls. 8° \$12 n. bxd.  
**PORTER, William Sydney**  
 \*Coleman, S. L. Wind of destiny. \$10 n. Doubleday, Page  
*Porto Rico Agric Exper. Station bull.* Gov. Pr. Off.  
 —Kinman. Experiments on the supposed deterioration of varieties of vegetables in Porto Rico.  
**Postnikov, F. A.** Our little Cossack cousin in Siberia; il. by Wa. S. Rogers. Bost., Page Co. c. 6+136 p. pls. D (Little cousin ser.) 60 c.  
**Potts, Roy Chester, and White, W:** Suggestions for the manufacture and marketing of creamery butter in the South. [Wash., D. C., Gov. Pr. Off.] 12 p. 8° (U. S. Dept. of Agric. circ. no. 66)  
 Poultry breeding and management. Dryden, J. \$1.60 O. Judd  
 Poultry culture in Texas. Davis, F. W. Tex. Dept. of Agric.  
**Powys, J: Cowper.** Suspended judgments; essays on books and sensations. N. Y., G. A. Shaw. c. 438 p. O bds. \$2 n.  
 Practical experiments in general science. Kelly, G: L. 75 c. W. J. Gardner  
 Practical German lessons for beginners in high schools and colleges. Grumann, P. H: \$1.25 University Pub.  
 Practical medical dictionary. Stedman, T: L. \$5 n. Wood  
 Practical school and home gardens. Wood, G: W. \$1.25 n. Long & Co.  
 Precambrian rocks of the Canton quadrangle. Martin, J. C. 30 c. Univ. of State of N. Y.  
 Preliminary report on the effect of the minimum wage in Massachusetts retail stores. Massachusetts Minimum Wage Commission. The commission  
**Prescott, Alb. B:, and Johnson, Otis Coe.** Qualitative chemical analysis; a guide in qualitative work, with data for analytical operations and laboratory methods in organic chemistry. 7th ed. thoroughly rev. by J: C. Olsen. N. Y., Van Nostrand. c. 436 p. tabs. forms O \$3.50 n.  
*Present day problems ser.* Badger  
 —Elliott. Our progress-idea and the war. 75 c. n.  
 —Harris. The young man and his vocation. \$1.25 n.  
 President (The), at National Press Club, May 15, 1916. Wilson, W. Gov. Pr. Off.  
 Press-agent's handbook. Johnson, F: G. 25 c. T. S. Denison & Co.  
 Press reference book of prominent Kentuckians. LaBree, B:, ed. \$5 Standard Pr.  
 Presswork. Robb, E. G: 50 c. Dunwoody Indust. Inst.  
 Prevention of disease. Winslow, K. \$1.75 n. Saunders  
**Price, C: Matlack.** The practical book of architecture; with 255 illustrations. Phil., Lippincott. c. 348 p. il. pls. O \$6 n. bxd.

- Priestley, Herb. Ingram.** José de Gálvez, Visitor-general of New Spain (1765-1771). Berkeley, Cal., Univ. of Cal. 14+449 p. (14 p. bibl.) il. pls. pors. maps (1 fold.) O (Pubs. in history) pap. \$2.75
- Primer (A) of parliamentary law.** [2d ed.] N. Y., Y. W. C. A., Nat. Bd. 12 p. S pap. 10 c
- Prince, G: T:** Tabulated data with explanatory notes relating to flow of water under pressure through clean closed pipes. N. Y., Van Nostrand. c. 5+149 p. S \$2 n.
- Prince, Wa. F., and Hyslop, Ja. Hervey.** The Doris case of multiple personality. 3 v. N. Y., Am. Soc. of Psychical Research, 44 E. 23d St. il. pls. 8° pap. \$20 n.; v. 1, 2, ea. \$6 n.; v. 3, \$8 n.
- Princess of hearts.** Welles, C: S. 25 c. Selb Press
- Princeton University. Library.** History of the art of illumination. Princeton, N. J., The library. 10 p. 8° (Special exhibits) pap. 25 c.
- Shakespeare tercentenary; exhibit relating to the life of Shakespeare, important early editions of his works, original illustrations by Cruikshank, contemporary editions of Shakespeare's sources. Princeton, N. J., The library. 10+7 p. 8° (Special exhibits) pap. 10 c.
- Problem of Danish Slesvig.** Rosendal, H. 25 c. n. Oxford Univ.
- Probyn, Leslie.** The shifting spell. N. Y., Duffield. c. 355 p. D \$1.35 n.
- Profit and wages.** Kleene, G. A. \$1.25 n. Macmillan
- Progressive lessons in English. Firman, S. G. Bks. 1, 2. Bk. 1, 40 c. sch n.; N. Y. State ed. 45 c. n.; bk. 2, 60 c. sch. n.; N. Y. State ed. 65 c. sch. n. Appleton
- Progressive music series. Schrembs, J. Bk. 1, 34 c.; bk. 2, 40 c. Silver, Burdett
- Prosecution of Jesus.** Husband, R: W. \$1.50 n. Princeton Univ. Press
- Protestant Reformation.** Coppens, C: 15 c.; per doz., \$1.35 n.; per 1000, \$10 n. Herder
- Prothero, G: Wa.** German policy before the war. N. Y., Dutton. 8+111 p. D \$1 n.
- Proud, E: Dorothea.** Welfare work: employers' experiments for improving working conditions in factories. N. Y., Macmillan. 20+356 p. 8° \$3 n.
- Provincetown (The) plays.** Second series: Freedom, [by] J: Reed; Enemies, [by] Neith Boyce and Hutchins Hapgood; Suppressed desires, [by] G: Cram Cook and Susan Glaspell. N. Y., F. Shay. c. 70-144 p. D pap. 50 c.
- Provocation of France.** Bracq, J. C. \$1.25 n. Oxford Univ.
- Pruning-manual.** Bailey, L. H. \$2 n. Macmillan
- Prussian (The) officer.** Lawrence, D: H. \$1.50 n. Huebsch
- Psychological monographs.** Psychological Review Co.
- Barnes. Voluntary isolation of control in a natural muscle group. 50 c.
- Bentley, ed. Studies in social and general Psychology from the University of Illinois. \$1.
- PSYCHOLOGY**
- Ayer, F. C. Psychology of drawing; with special reference to laboratory teaching. (12 p. bibl.) \$1.25 Warwick & York
- \*Barnes, J. C. Voluntary isolation of control in a natural muscle group. 50 c. Psychological Review Co.
- \*Bentley, I: M., ed. Studies in social and general psychology from the University of Illinois. \$1 Psychological Review Co.
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- \*Freud, S. Three contributions to the theory of sex. \$2 Nervous and Mental Disease Pub.
- Hamilton, A. M. Recollections of an alienist. \$3.50 n. Doran
- \*McManis, J: T. Study of the behavior of an individual child. 75 c. Warwick & York
- \*Prince, W. F., and Hyslop, J. H. Doris case of multiple personality. 3 v. \$20 n. v. 1, 2, ea. \$6 n.; v. 3, \$8 n. Am. Soc. of Psychical Research
- \*Rank, O., and Sachs, H. Significance of psychoanalysis for the mental sciences. \$1.25 Nervous and Mental Disease Pub.
- \*Wang, C. P. General value of visual sense training in children. \$1 Warwick & Y. Psychology of the great war. Le Bon, G. \$3 n. Macmillan
- PSYCHOTHERAPY**
- \*Bjerre, P. History and practice of psychoanalysis. \$3 n. Badger
- Sherin, H: Gospel therapeutics. 25 c. Internat. Bk. Distributors
- Stoddart, W. H. B. Mental nursing. \$1 n. Chic. Med. Bk.
- PUBLIC HEALTH AND SAFETY**
- Crowder, T: R. Sanitation of railway cars. Gov. Pr. Off.
- Important insects which may affect the health of men or animals engaged in military operations. Gov. Pr. Off.
- Mitzmain, M. B. Anopheles infectivity experiments. Gov. Pr. Off.
- U. S. Bu. of Mines. Rescue and recovery operations in mines after fires and explosions. Gov. Pr. Off.
- Pugsley, R: Marriotte. Pugsley's tides; standard methods of computing the times of high water and low water as required at the U. S. local inspectors examinations; an examination specialty. N. Y. [The author] c. 128 p. 12° \$2
- Pure Christianity. Brown, R. B. \$1 R. R. Brown
- Pyramid building. Cromie, W: J. 25 c.
- Qualitative chemical analysis. Prescott, A. B. \$3.50 n. Van Nostrand
- Quatre comédies. Musset, A. de. 60 c. n. Oxford Univ.
- Quest (The). Neihardt, J: G. \$1.25 n. Macmillan
- Quest of "Little Blessing." Clark, A. T. 50 c. W. T. Potter
- Questions and answers; how to operate and care for a motor car. Kellner, H. H. 75 c. Herald Sq. Press
- Quintero, Serafin, and Quintero, Joaquin

- Alvarez.** *Malvaloca*; a drama in three acts; (suggested by an Andalusian song;) tr. from the Spanish by Jacob S. Fassett, jr.; with an introd. by J. Garrett Underhill. Garden City, N. J., Doubleday, Page. c. '12-'16 22+151 p. pors. D (Drama League ser. of plays) bds. 75 c. n.
- Rago and Goni.** Wiley, B. 30 c. n. Appleton
- RAILROADS**
- \*Bureau of Railway Economics, *comp.* List of references on valuation of steam railways. \$1
  - Am. Railway Engineering Assn.
  - Crowder, T.: R. Sanitation of railway cars. Gov. Pr. Off.
  - \*Lockhart, C. F. Practical instructor and reference book for locomotive firemen and engineers. \$1.50 Henley
  - Merchants' Assn. of New York. For prevention of railroad strikes.—Opposing government ownership and operation of public utilities. The association
  - Nelson, J. P. Address; the Chesapeake and Ohio Railway. gratis—Federal valuation of common carriers. gratis
  - Chesapeake and Ohio Railway Co.
  - \*Peabody, J. Railway organization and management. La Salle Extension Univ.
  - Ray, C. E. Railroad spotter. 50 c. Virtue Pr.
  - \*Warne, F. J., *comp.* Before the Interstate Commerce Commission, I. & S. docket no. 774, bituminous coal to Central Freight Association territory, and dockets no. 7662, 6951, 7089, 7371, 7667, 7668, 7669, and 7422. \$50.—Before the Interstate Commerce Commission, no. 8725, Lake cargo coal rates. \$10 F. J. Warne
  - Railway organization and management. Peabody, J. La Salle Extension Univ.
- RALEIGH, Sir Walter**
- \*Hersey, F. C. Sir Walter Raleigh, the shepherd of the ocean. 50 c. n. Macmillan
  - Rank, Rev. Otto, and Sachs, Hanns.** The significance of psychoanalysis for the mental sciences; auth. English tr. by C. R. Payne. N. Y., Nervous and Mental Disease Pub. c. 5+127 p. 8° (Monograph ser.) \$1.25
  - Rational sex ethics. Robie, W. F. \$3.50 n. Badger
  - Rawlinson, Hugh G.: *Intercourse between India and the Western world from the earliest times to the fall of Rome.* [N. Y., Putnam.] 8+196 p. il. pls. fold. map 8° \$2.25 n.
  - Ray, Clarence Everly.** The railroad spotter; an exposé of the methods employed by detective agencies and bonding companies; the personal experiences and observations of fifteen years as a railway "spotter." [St. Paul, Minn., Virtue Pr.] c. 63 p. 8° 50 c.
  - Ray, Perley Orman.** The convention that nominated Lincoln; an address delivered before the Chicago Historical Society on May 18, 1916, the fifty-sixth anniversary of Lincoln's nomination for the presidency. Chic., Univ. of Chic. c. 38 p. pls. plan O pap. 28 c.
- Raymond, G.** *Lansing.* The Aztec god; and other dramas. 4th ed., rev. N. Y., Putnam. c. '00-'16 3+465 p. S \$1.25 n.
- Realms of melody. Callendar, G., ed. \$1.25 n. Macmillan
- Recollections of an alienist. Hamilton, A. McL. \$3.50 n. Doran
- Recovery of potash from alunite. Wagaman, W. H. Gov. Pr. Off.
- Red Cross in France. Baker, H. G. \$1 n. Doran
- Reeves, J.: Reeder. *The Head of the River church; an historical sketch.* Tuckahoe, N. J., H. S. Craig. c. 17 p. front. 8° 25 c.
- Reformed Church in the United States.** Deutsches gesangbuch; eine auswahl geistlicher lieder aus allen zeiten der christlichen kirche für öffentlichen und häuslichen gebrauch. Neue, mit einem anhang vermerkten aufl. Cleveland, O., Central Pub. c. 715 p. 16° \$2.75
- Refrigeration. Arrowood, M. W. \$1.50 Am. Technical Soc.
- Regulations governing the deposit of postal savings funds in banks and the acceptance of bonds as security therefor. U. S. Bd. of Trustees, Postal Savings System. Gov. Pr. Off.
- Reid, Frederic Robertson.** See Skinner, Joshua J:
- Rejuvenation of Mama and Papa Goose. Pan-coast, M. H. \$1.35 n. Britton Pub.
- RELIGION AND THEOLOGY**
- \*Burroughs, E. A. *Valley of decision.* \$1.60 n. Longmans
  - \*Darling, C. D. *Doubters and their doubts.* \$1.10 n. Sherman, French
  - \*Fox, S. F. *Chain of prayer across the ages.* \$2 n. Dutton
  - Lamb, A. M. *Twilight; the sign of His coming.* 50 c. n. Badger
  - \*Leuba, J. H. *Belief in God and immortality.* \$2 n. Sherman, French
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  - McDonough, M. V. *Fall of man.* 50 c. J: Murphy Co.
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  - \*Mott, H. H. *Sources of faith and hope.* 75 c. Am. Unitarian Assn.
  - \*Pardow, W.: *Search lights of eternity.* 75 c. Encyclopedia Press
  - Reeves, J. R. *Head of the River church.* 25 c. H. S. Craig
  - \*Runnalls, C. B. *With God in the silence.* 25 c. Young Churchman
  - \*Thwing, C. F. *The ministry.* 50 c. n. Pilgrim
  - \*Wood, G. R. *Mental antidotes for many ills.* \$1 n. Badger
- For a complete list of the month's publications on RELIGION AND THEOLOGY see, besides the above, these subjects:
- |              |               |
|--------------|---------------|
| BIBLE        | JESUS CHRIST  |
| CHRISTIANITY | MYTHOLOGY AND |
| CHURCH AND   | FOLKLORE      |
| CHURCH WORK  | SERMONS       |

*Also these religious bodies:*

BAPTIST CHURCH	METHODIST CHURCH
CHURCH OF ENGLAND	MORMONISM
CONGREGATIONAL CHURCH	REFORMED CHURCH IN THE U. S.
EPISCOPAL CHURCH	ROMAN CATHOLIC CHURCH
JUDAISM	
LUTHERAN CHURCH	

Religious thought of the Greeks. Moore, C. H. \$1.75 n. Harvard Univ.

Remington Typewriter Co. How to become a successful stenographer; for the young woman who wants to make good; acknowledgment is due Eleanor Gilbert for her cooperation in the preparation of this little book, and permission to use some of her newspaper editorials for business women. N. Y., Remington Typewriter Co., Stenographic Efficiency Bu. [374 Broadway] c. 86 p. il. D bds. gratis

Rescue and recovery operations in mines after fire and explosions. U. S. Bu. of Mines. Gov. Pr. Off.

Responsibilities. Yeats, W: B. \$1.25 n. Macmillan

Review of the fossil plants in the United States National Museum from the Florissant Lake beds at Florissant, Colorado. Knowlton, F. H. Smithsonian Inst.

Revolving chart for use with Constructive harmony. Parsons, Mrs. G. F. B. C. \$1.50 Gamble Hinged Music Co.

Reynolds, Marion Lee. Geraint of Devon [poems]. Bost., Sherman, French. c. 162 p. D bds. \$1.25 n.

Rhymes of a rolling stone. Service, R. W. \$3.50 n. Dodd, Mead

Rice, R: Ashley. Robert Louis Stevenson; how to know him. Indianapolis, Bobbs-Merrill. c. 395 p. por. D \$1.25 n.

Richardson, Dorothy M. Pilgrimage: Pointed roofs; with an introd. by J. D. Beresford. N. Y., A. A. Knopf. 8+312 p. D \$1.35 n.

Richardson, W: G: See Morison, Rutherford.

Richey, Homer. Richey's federal Employers' liability, Safety appliance, and Hours of service acts. 2d ed., by Daunis McBride. Charlottesville, Va., Michie Co. c. 52+795 p. il. pls. 8° \$6.50

Ricks, Joel. Helps to the study of the Book of Mormon; comprising an account of the finding of the records, and their translation, with a brief review of the evidences of their authenticity; a subject index and chronology with maps and cuts, illustrating the geography and characteristics of Nephite lands. [Independence, Mo., Zion's Printing and Pub.] c. 88 p. il. double col. maps S 40 c.

Rider, Bertha Carr. The Greek house; its history and development from the Neolithic to the Hellenistic age. N. Y., Putnam. 12+272 p. 8° \$3.25 n.

Riehl, Wilhelm Heinrich. Burg Neideck; novelle; with introd., notes and vocabulary by Garrett W. Thompson; drawings by O. F. Howard. N. Y., Am. Book Co. c. 224 p. il. col. front. 16° 48 c.

Right and duty. Kuenzli, F: A. \$1 n.

G. E. Stechert

Rightmyer, Levi. The light of truth as revealed in the Holy Scriptures. Bost., Sherman, French. c. 967 p. O \$2.75 n.

Riis, Jacob August. The making of an American. New ed. with numerous il. and an introd. by Thdr. Roosevelt. N. Y., Macmillan. c. '01-'16 16+443 p. pls. pors. D \$2.25 n.

Riley, Ja. Whitcomb. The Hoosier book; containing poems in dialect; collected and arranged by Hewitt Hanson Howland. Indianapolis, Bobbs-Merrill. c. '87-'16 598 p. S \$2 n.; mor. \$3 n.

Riley, Phil M. See Cousins, Fk.

Riley, W: Bell. The perennial revival; a plea for evangelism. Rev. ed. Phil., Am. Bapt. c. 289 p. 12° \$1

Rise of Ledgar Dunstan. Sheppard, A. T. \$1.50 n.

Appleton

Ritchey, Ja. Pattern making; a practical treatise for the pattern maker on wood-working and wood turning, tools and equipment, construction of simple and complicated patterns, modern molding machines and molding practice; rev. by Wa. W. Monroe. Chic., Am. Technical Soc. c. 222 p. il. pls. diagrs. 12° \$1.50

RITSON, Joseph

\*Burd, H: A. Joseph Ritson. (12½ p. bibl.) \$1.15 Univ. of Ill.

Riverside literature ser. 25 c. n.

Houghton Mifflin

—Poems for memorizing, grades one to nine.

—Washington. Rules of conduct, diary of adventure, letters and farewell addresses.

ROADS

\*Hubbard, P. Laboratory manual of bituminous materials [for students in highway engineering]. \$1.50 n.

Wiley

Pennybacker, J. E., and Eldridge, M. O. Economic surveys of county highway improvement.

Gov. Pr. Off.

Robb, Edn. G: Presswork. Minneapolis, William Hood Dunwoody Indust. Inst. c. 38 p. il. 8° 50 c.

Roberts, G: Evan. Business after the war. [N. Y., Nat. City Bank of N. Y.] 21 p. 8°

Robertson, I: W. See Burrell, G: Arth.

Robie, W. F., M.D. Rational sex ethics; a physiological and psychological study of the sex lives of normal men and women; with suggestions for a rational sex hygiene. Bost., Badger. c. 356 p. O \$3.50 n.

Robinson, Morgan Poitiaux. Virginia counties; those resulting from Virginia legislation. Richmond, Va. [Va. State Lib.] 283 p. fold. maps (part col.) tabs. O (Bulletin) pap. \$1

Robinson Crusoe. Defoe, D. 60 c. Ginn Roche, Rev. G: R. The divinity of Jesus. St. Louis, Herder. 96 p. 24° 25 c. n.

Rockwell, Ethel Theodora, comp. Historical pageantry: a treatise and a bibliography. [Madison, Wis., State Hist. Soc.] 19 p. 2 pls. 8° (Bull. of information) pap. 10 c.

Roelz, Rudolf, comp. Atlanta 12 figure system; 1,000,000,000 pronounceable words of 10 letters each. N. Y., Atlanta Code Co. c. 25 p. 8° \$6

- Rogers, Allen, ed.** Elements of industrial chemistry; an abridgment of Manual of industrial chemistry; written by forty eminent specialists; 117 illustrations. N. Y., Van Nostrand. c. 8+513 p. figs. fold. plan tabs. \$3 n.
- Rolt-Wheeler, F. W., ed.** The university faculties' home-course. In 10 v. N. Y., A. W. Swain Co. [129 W. 29th St.] c. il.
- ROMAN CATHOLIC CHURCH**
- \*Anna Louise, Sister. Communion prayer book. 25 c.; \$2 D. B. Hansen
  - \*Catholic Theatre Movement. Philadelphia Centre. Juvenile play catalogue. 25 c. Wickersham Pr.
  - \*Coppens, C: Brief commentary on the little office of the Immaculate Conception of the Blessed Virgin. 50 c. n.—Protestant Reformation. 15 c.; per doz., \$1.35 n.; per 1000, \$10 n. Herder
  - \*Daley, J. G. Altar wreath. \$1.25 T. J. Flynn & Co.
  - \*Herbermann, C: G: Sulpicians in the United States. \$2.25 Encyclopedia Press
  - \*Kempf, C. Holiness of the church. \$1.75 n. Benziger
  - \*Luche, Abbé. Catechism of Rodez. \$2 n. Herder
  - \*McGrath, T: S. Catholic policemen's and firemen's companion.—Catholic soldiers' and sailors' companion. ea. 50 c. Benziger
  - McNicholas, J: T. Spiritual director of the Holy Name Society. 50 c. Rosary Press
  - \*Marzo, E., comp. and ed. Handbook for the Catholic choir. \$1 Ditson
  - \*Murphy, E. S. Blessed Virgin's book. 4 v. in 1. \$2.10 E. S. Murphy
  - Official directory of the Sodality of Our Lady. 15 c. P. Reilly
  - \*Pohle, J. Dogmatic theology. v. 6, \$1 n.; v. 7, \$2 n. Herder
  - \*Pollen, J: H. Institution of the Archpriest Blackwell. \$1.75 n. Longmans
  - \*Walsh, J: Mass and vestments of the Catholic Church. \$1.75 n. Benziger
  - Romance of labor. Twombly, F. D. 55 c. n. Macmillan
- ROME**
- \*Dean, L. R.: and Deferrari, R. J., eds. Selections from Roman historians. \$1.50 Allyn & Bacon
  - Romola. Eliot, G. 85 c. n. Oxford Univ.
  - Rosa, E: Bennett, and Vinal, G: Wood. Summary of experiments on the silver voltameter at the Bureau of Standards and proposed specifications. Wash., D. C., Gov. Pr. Off. 479-514 p. (6 p. bibl.) pls. 4° (U. S. Bu. of Standards scientific pap. no. 285)
  - Rosenblatt, Fk. F. The Chartist Movement in its social and economic aspects. N. Y., Longmans. c. 248 p. O (Columbia Univ. studies in history, economics and public law) pap. \$2 special n.
  - Rosendal, H. The problem of Danish Slesvig; a question for the British Empire; tr. by A. Troensegaard-Hansen. N. Y., Oxford Univ. 40 p. map D pap. 25 c. n.
  - Rotary webb presswork. St. John, E. 50 c. Oswald Pub.
- Royal highness. Mann, T. \$1.50 n. A. A. Knopf
- Royce, Josiah. The hope of the great community. N. Y., Macmillan. c. 9+136 p. D \$1 n.
- Royden, A. Maude. Downward paths. N. Y., Macmillan. 14+188 p. (4 p. bibl.) 12° \$1 n.
- Rules of conduct, diary of adventure, letters, and farewell addresses. Washington, G: 25 c. Houghton Mifflin
- Runnalls, Rev. Claude Bertram. With God in the silence; being a study in personal religion; a suggestion in the common use of prayer without words. Milwaukee, Young Churchman. c. 7+21 p. O pap. 25 c.
- Rural school lunch. Farnsworth, N. W. 25 c. Webb Pub.
- Russell, A. L. Cotton seed oil; regulations for trading, principal uses and statistics of production and distribution. [N. Y., A. L. Russell] c. 10 p. obl. 48° 25 c.
- Russell, G: W: [A. E., pseud.] The national being; some thoughts on an Irish polity. N. Y., Macmillan. 6+176 p. 12° \$1.35 n.
- RUSSIA**
- \*Postinkov, F. A. Our little Cossack cousin in Siberia. 60 c. Page Co.
  - \*Simpson, E. E. Travels in Russia. \$1 E. E. Simpson
  - \*Stephens, W., ed. Soul of Russia. \$3.50 n. Macmillan
- RUSSIAN LANGUAGE**
- \*Forbes, N. Word-for-word Russian story-book. 50 c. n. Longmans
  - Russian school of painting. Benois, A. \$4 n. A. A. Knopf
- Ryan, J: Augustine, D.D. Distributive justice; the right and wrong of our present distribution of wealth. N. Y., Macmillan. c. 18+442 p. (bibls.) D \$1.50 n.
- Saccharimetric normal weight and specific rotation of dextrose. Jackson, R: F. Gov. Pr. Off.
- Sacrament of friendship. Schuyler, H: C. \$1.10 P. Reilly
- Sadoletto, Jacopo. Sadoletto on education; a tr. of the De pueris recte instituendis; with notes and introd. by E. T. Campagnac and K. Forbes. N. Y., Oxford Univ. 48+141 p. O \$2.50 n.
- Safe keeping of securities. Guaranty Trust Co. of New York. Guaranty Trust Co. of N. Y.
- Safety and efficiency in mine tunneling. Brunton, D: W: Gov. Pr. Off.
- St. John, Eug. Rotary webb presswork. N. Y., Oswald Pub. c. 38 p. front. 12° 50 c.
- St. Louis. Public Library. New books for old; by Mary E. Wheelock. St. Louis [The library] 47 p. il. O pap.
- Saito Mersashi-Bo Berskei. De Benneville, J. S. \$4 n. P. Reilly
- Sanborn, Pitts. Vie de Bordeaux. Phil., N. L. Brown. c. 51 p. D bds. \$1 n.
- Sandman (The). Frees, H. W. \$1.50 Page Co.
- Sanitation of railway cars. Crowder, T: R. Gov. Pr. Off.

- Sanna's prayer. Chapman, K. E. 50 c. Christian Alliance Pub.
- Saunders, C:** *Fs.* Finding the worth while in California. N. Y., R. M. McBride & Co. c. 229 p. il. pls. maps S \$1 n.
- Scanlan, C: Martin.** Indian Creek massacre and captivity of Hall girls; complete history of the massacre of sixteen whites on Indian Creek, near Ottawa, Ill., and Sylvia Hall and Rachel Hall as captives in Illinois and Wisconsin during the Black Hawk War, 1832. 2d ed. Milwaukee, Reic Pub., 421 Matthews Bldg. c. '15 119 p. il. pls. por. S 75 c.
- Scenes of clerical life. Eliot, G. 70 c. n. Oxford Univ.
- Scheftel, Yetta.** The taxation of land value; a study of certain discriminatory taxes on land. Bost., Houghton Mifflin. c. 15+489 p. (24 p. bibl.) tabs. O (Hart, Schaffner and Marx prize essays in economics) \$2 n.
- Schlemihl, Peter.** See Thoma, Ludwig.
- Schlink, F: J:** Liquid-measuring pumps. Wash., D. C., Gov. Pr. Off. 27 p. il. diagrs. 4° (U. S. Bu. of Standards technologic pap. no. 81)
- Schoen, Max, and Alexander, Fred W.** A handbook of musical-literary programs for elementary schools, rural schools, and social centers. Johnson City, Tenn., East Tenn. State Normal Sch. 16 p. 8° (Bulletin)
- School literary societies. Texas. University Dept. of Extension. Public Discussion and Information Div. The university
- School nurse. Jenkins, F: W., and others, comps. Russell Sage Foundation Lib.
- Schrembs, Jos., and Gregory, H.** Progressive music series. Bk. 1, 2. Catholic ed. Bost., Silver, Burdett. c. '15-'16 160; 192 p. 8° bk. 1, 34 c.; bk. 2, 40 c.
- Schuylar, H: C.** The sacrament of friendship. Phil., P. Reilly. c. 218 p. front. D \$1.10
- Schwartzah, Timothy K.** A complete course of the English language especially comp. for Russian immigrants; ninety complete lessons. N. Y. [The author, 329 E. 58th St.] c. 100 p. 4° \$5
- SCIENCE**
- Kelly, G: L. Practical experiments in general science. 75 c. W. J. Gardner
- \*Philp, R. K. Knowledge of general science. \$1.50 J. B. Sanders & Co.
- \*Rolt-Wheeler, F. W.: University faculties' home-course. \$7.50 A. W. Swain Co.
- \*Steno, N. *Prodromus of Nicolaus Steno's dissertation concerning a solid body enclosed by process of nature within a solid.* (bibls.) \$1.30 n. Macmillan
- For a complete list of the month's publications on SCIENCE see, besides the above, these subjects:
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|--------------|--------------|
| ASTRONOMY    | MATHEMATICS  |
| BIOLOGY      | NATURE BOOKS |
| BOTANY       | PHYSICS      |
| CHEMISTRY    | ZOOLOGY      |
| GEOLOGY AND  |              |
| PALEONTOLOGY |              |
- Science of music reading. Kyd, E. \$1.20 A. S. Barnes Co.
- Scientific man building thru thought force. Lindsay, A. A. \$2 A. A. Lindsay
- Scollard, Clinton.** Ballads: patriotic and romantic. N. Y., L. J. Gomme. c. 9+182 p. D \$1.50 n.
- SCOTLAND**
- \*Clark, K. Spell of Scotland. \$2.50 n. Page Co.
- Scott, Jonathan French.** Patriots in the making; what America can learn from France and Germany; with an introd. by Myron T. Herrick. N. Y., Appleton. c. 262 p. (bibls.) D \$1.50 n.
- Scott, Sir Wa.** Scott's Ivanhoe; a romance; ed. by W: D. Lewis. Bost., Ginn. c. 20+ 597 p. il. 12° (Standard English classics) 60 c.
- Scott, W: Rufus.** The itching palm; a study of the habit of tipping in America. Phil., Penn Pub. c. 174 p. S 50 c. n.
- Scrap-book recitation series: No. 15. Dickerman, G., ed. 25 c. T. S. Denison & Co.
- Seabrook, Edn. L.** How to make the business pay; a practical treatise on business management for contractors in sheet metal work, plumbing, heating, electrical work and building construction; with methods for ascertaining the cost of conducting business, estimating on contracts, bookkeeping, conducting collections and credits, publicity and business correspondence, securing and retaining custom. N. Y., Sheet Metal Pub. 173 p. diagrs. forms 8° \$2
- Seale, Emma S.** Jingles of a happy Mother Goose. New granddaughter's ed. San Francisco, Elder. 64 p. col. il. 8° 75 c. n.
- Search lights of eternity. Pardon, W: 75 c. Encyclopedia Press
- Sears, Franklin Warren.** How to attract success. N. Y., Centre Pub. c. 187 p. 12° \$1.80 n.
- Seavy, Tom.** Dom Quick Jota. Wantagh, N. Y., Bartlett Pub. c. 281 p. D \$1.50
- Sedgwick, H: Dwight, jr.** An apology for old maids; and other essays; with a preface by Owen Wister. N. Y., Macmillan. c. '09-'16 14+221 p. D \$1.50 n.
- Seeböck, Philibert.** Brief discourses on the Gospel for all Sundays and festivals of the year; tr. from the German by E. Leahy. [Ratisbon, N. Y., F. Pustet & Co.] c. 287 p. 12° \$1.25
- Seeger, Alan.** Poems; with an introd. by W: Archer. N. Y., Scribner. c. 46+174 p. D \$1.25 n.
- Sells, Howard Abraham.** Health of horses, cattle and swine. [Oklahoma City, Warren Co.] c. 67 p. por. 12° \$5
- Semantic development of words for "Walk, Run" in the Germanic language. Ihrig, R. M. 75 c. n. Univ. of Chic.
- Semi-centennial history of the Patrons of Husbandry. Atkeson, T: C. \$1.50 O. Judd Co.
- Sensitivity to detonation of trinitrotoluene and tetrinitromethylanilin. Taylor, G. B. Gov. Pr. Off.
- Series of booklets on vocations for women. Bureau of Occupations for Trained Women. ea. 3 c.; set 50 c. The bureau

## SERMONS

- \*Brown, H. N. Freedom and truth; and other sermons. \$1.75 W. B. Clarke Co.
- \*Burton, M. LeR. On being divine. 50 c. Pilgrim
- \*Hobart, A. S. Transplanted truths. 75 c. Griffith & Rowland
- \*Maturin, B. W.: Sermons and sermon notes. \$2 n. Longmans
- \*Park, J: E. Children's bread. 75 c. n. Pilgrim
- \*Seeböck, P. Brief discourses on the Gospel for all Sundays and festivals of the year. \$1.25 F. Pustet & Co.
- Service, Rob. W: Rhymes of a rolling stone. De luxe ed. N. Y., Dodd, Mead. c. 178 p. il. pls. 8° \$3.50 n. bxd.
- Seton, Ernest Thompson. The woodcraft manual for girls; the fifteenth birch bark roll. Published for the Woodcraft League of America. Garden City, N. Y., Doubleday, Page. c. 21+424 p. il. D pap. 40 c.
- Setting the golden egg. Tinsley, L. M. \$1.10 Tinsley Co.
- Sex worship and symbolism of primitive races. Brown, S., ed. \$3 n. Badger
- Sexes in science and history. Gamble, E. B. \$1.50 n. Putnam
- Shackleton, Rob. The book of Boston; il. by R. L. Boyer. Phil., Penn Pub. c. 332 p. col. front. pls. O \$2 n.
- Shakespeare, W: King Richard the Third; introd. and notes by H: Norman Hudson; rev. by Ebenezer Charlton Black. Bost., Ginn. c. 62+178 p. facsms. 16° (New Hudson Shakespeare) 30 c.
- King Richard III. N. Y., Macmillan. 18+186 p. 24° (Macmillan's pocket American and English classics) 25 c. n.
- The tempest; ed. by F: S. Boas. Am. ed., rev. by Katharine Lee Bates. N. Y., Heath. c. 25+166 p. 16° (Arden Shakespeare) 25 c.
- Twelfth night; or, what you will; ed. by Arth. D. Innes. American ed., rev. by F: E. Pierce. N. Y., Heath. c. 18+162 p. 16° (Arden Shakespeare) 25 c.
- SHAKESPEARE, William
- \*Princeton University. Library. Shakespeare tercentenary. 10 c. The library Shakespeare on the stage: Third series. Winter, W: \$3 n. Moffat, Yard
- Shantiniketan, the Bolpur school of Rabindranath Tagore. Pearson, W. W. \$1.50 n. Macmillan
- Sharp, Cecil Ja., ed. One hundred English folksongs; ed. for medium voice. Bost., Ditson. c. 45+235 p. F (Musicians lib.) \$2.50; pap. \$1.50
- Shatford, Sarah Taylor. Zekiel's homespun philosophies [verse]. Bost., Sherman, French. c. 81 p. D bds. \$1 n.
- Shaw, A. W., Co. What it costs to run a bank; a report by the Bu. of Business Standards of the A. W. Shaw Company. Chic. [The author] c. 55 l. tabs. form diagrs. obl. 8° \$2
- Shaw, Fk. H. With Jellicoe in the North Sea; with 4 col. pls. by J. Mason. N. Y., Funk & W. 7+311 p. O \$1.25 n.

- Shaw, Leslie Mortier, and Wilkinson, N. B. Individualism or Socialism, which?; a debate between Leslie M. Shaw and N. B. Wilkinson; and The revolution, by N. B. Wilkinson. [West Plains, Mo., Howell County Gazette.] c. 75 p. 12° 25 c.
- Shaw, Warren Choate. The brief-maker's notebook for argumentation and debate. Bost., Ginn. c. various p. Q biflex binder \$1.20
- Shepard, B: comp. and ed. Gloria; a hymnal for use in Sunday schools, young people's societies and devotional meetings. N. Y., A. S. Barnes Co. c. 10+318 p. 8° 50 c.
- Shepard's New Hampshire citations; a compilation of all citations of New Hampshire Supreme Court cases, New Hampshire constitution, Public statutes of 1891 and subsequent session laws and court rules thru the New Hampshire reports, the Atlantic reporter, the United States Supreme Court reports and Federal reporter. 2d. ed. N. Y., F. Shepard Co. c. 239 p. 8° \$12
- Shepherd, Eric. Pilgrimage; poems. N. Y., Longmans. 12+100 p. S \$1 n.
- Sheppard, Alfr. Tresidder. The rise of Edgar Dunstan. N. Y., Appleton. c. 426 p. D \$1.50 n.
- Sherin, H: Gospel therapeutics; a sure guide to health and to relief from sickness. N. Y., Internat. Bk. Distributors. c. 64 p. 12° 25 c.
- Sherwood, T: Adiel. An inquiry into the constitutional validity of divers acts of the present occupant of the presidential chair. [Long Beach, Cal., The author.] c. 14 p. O pap. gratis
- Shifting spell. Probyn, L. \$1.35 n. Duffield
- Shoemaker, H: Wharton, comp. Juniata memories; legends collected in Central Pennsylvania. Phil., J. J. McVey. c. 15+395 p. il. pls. D \$1.50 n.
- Penn's grandest cavern; the history, legends and description of Penn's Cave in Centre County, Pennsylvania. Rev. ed. Altoona, Pa., Altoona Tribune Press. 94 p. pls. sq. D pap. 50 c.
- Shop problems. Watson, R. J. \$1 Casino Technical Sch.
- Short course in elementary mechanics for engineers. Mills, C. N. \$1 n. Van Nostrand
- Short history of the English people. Green, J: R: \$2 Am. Book Co.
- Short stories and selections. Baker, E. K., comp. and ed. 25 c. n. Macmillan
- Short stories for high schools. Plée, N. O. 36 c. Lyons & Carnahan
- Short stories for oral Spanish. Ballard, A. W. 80 c. special n. Scribner
- Short stories, old and new. Smith, C: A., ed. 60 c. Ginn
- Shutts, G: Clinton, and Weir, Wilbert Wa. Agricultural arithmetic. St. Paul, Minn., Webb Pub. c. 255 p. il. diagrs. 12° 80 c.
- Side paths in the jungle of shorthand. Kimball, J. N. 25 c. J. E. Meyer
- Significance of psychoanalysis for the mental sciences. Rank, O. \$1.25
- Nervous and Mental Disease Pub.

- Simplicity of the golf swing. Layer, A. P. 60 c. n. Pott
- Simpson, Eug. E. Travels in Russia. Taylorville, Ill., The author. 136 p. il. pls. map 12° \$1
- Skemp, Arth. Rowland. Robert Browning. N. Y., Dodge Pub. 93 p. 12° (People's books) 25 c. n.
- Sketches in poetry, prose, paint and pencil. Worthington, J. H. \$15 n. J: Lane
- Skinner, Alfr. Ford. The New Jersey borough law; containing the revision of 1897, supplements and amendments thereto, notes of decisions, and a collection of forms. 4th ed. Newark, N. J., Soney & Sage. c. 12+205 p. 8° \$3
- Skinner, Joshua J., and Reid, Frederic Robertson. The action of manganese under acid and neutral soil conditions. Wash., D. C. [Gov. Pr. Off.] 12 p. il. tabs. 8° (U. S. Dept. of Agric. bull. no. 441)
- Slavery of prostitution. Miner, M. E. \$1.50 n. Macmillan
- Slavery—what is it? Kistler, L. K. 25 c. L. K. Kistler
- Slosson, Preston W.: The decline of the Chartist Movement. N. Y., Longmans. c. 216 p. (4 p. bibl.) O (Columbia Univ. studies in history, economics and public law) pap. \$2 special n.
- Smalley, Harold Ryland. Management of muck-land farms in northern Indiana and southern Michigan. Wash., D. C. [Gov. Pr. Off.] 26 p. il. map tabs. diagrs. 8° (U. S. Dept. of Agric. farmers' bull. 761)
- Smith, C: Alphonso, ed. Short stories, old and new. Bost., Ginn. 292 p. 16° 60 c.
- Smith, C: W. Life and military services of Brevet-Major General Robert S. Foster. Indianapolis [Bobbs-Merrill]. '15 523—538 p. 8° (Indiana Historical Soc. pubs.) pap. 50 c. n.
- Smith, Gerald Birney. A guide to the study of the Christian religion. Chic., Univ. of Chic. 10+760 p. 8° \$3 n.
- Smith, Gertrude. Arabella and Araminta; new second grade reader; ed. by Eulalie Osgood Grover. N. Y., Thompson, Brown & Co. c. '15 103 p. col. il. 12° 50 c.
- Smith, Harriet Lummis [Mrs. W: M. Smith]. Peggy Raymond's school days; or, old girls and new; il. by Weston Taylor. Bost., Page Co. c. 313 p. pls. D (Friendly Terrace ser.) \$1.50
- Smith, Homer J. English for boys; material and method. Milwaukee, The author. c. '15 16 p. D pap. 5 c.
- Letters; a brief course in business-letter writing. Milwaukee, The author. c. 24 p. forms D pap. 10 c.
- Smith, J: T: Nollekens and his times; and memoirs of contemporary artists from the time of Roubiliac, Hogarth, and Reynolds to that of Fuseli, Flaxman and Blake; by J: T: Smith, keeper of the prints and drawings in the British Museum; ed. and annotated by Wilfred Whitten; with 85 illustrations. 2 v. N. Y., J: Lane. 39+382; 11+423 p. pls. pors. O \$7.50 n.
- Smith, Wade Cothran. The little Jetts telling Bible stories for young folks; stories and etchings. Richmond, Va. [The author] c. 62 p. il. obl. 12° 50 c.
- Smithsonian Inst. contributions to knowledge. Smithsonian Inst.—Foote. Contribution to the comparative histology of the femur.
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- Smyth, J: The works of John Smyth, fellow of Christ's College, 1594-8. Tercentenary ed. for the Baptist Historical Society; with notes and biography by W. T. Whitley. 2 v. [N. Y., Putnam.] il. map facsm. map 8° \$10 n.
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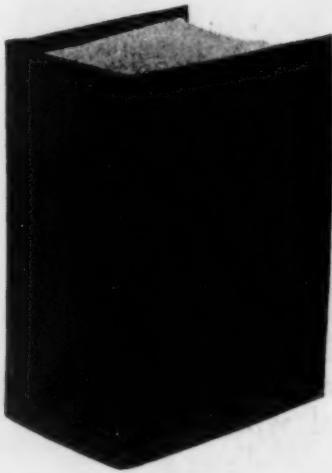
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